

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE

LIBRARY  
RECEIVED

Vol. XXI, No. 4

New York, N. Y.

April, 1922

## "As 17 is to 25"

*"Electric Truck operating cost compared with gas truck operating cost is as 17 is to 25"—  
says this prominent Executive.*

A PROMINENT Executive of one of America's greatest distributing companies, which operates thousands of motor trucks, both gas and electric—an Executive who has his finger on the pulse of this great delivery problem—says after years of experience, analysis and study—"Our experience shows that the operating cost of electrics versus the operating cost of gasoline trucks is as 17 is to 25"—gas trucks cost nearly 50% more to operate.

Think of the significance of this to you! Of spending only \$170 where you now spend \$250. Of spending only \$1700 where you now spend \$2500. Of spending only \$17,000 where you now spend \$25,000.

Think of this saving over a period of years. Suppose you have operated 25 or 50 or 100 gas trucks for the last 10 or 15 years. What would it mean to you today if you had a sum equivalent to  $\frac{1}{3}$  of the operating cost of those trucks!

Another executive who operates a fleet of 41 electrics says that he estimates their Ward Electrics have already saved them probably \$50,000 compared with their former costs of operating not gas trucks but horses-and-wagons.

Doesn't this sort of evidence make you want to know more about electric trucks for your business? There isn't any obligation. We do not want to sell you Ward Electrics unless they're right for you. If gas trucks or horses are right for certain routes, we'll be the first to say so.

But in nearly every business there are certain short-haul or frequent-stop routes where electrics will demonstrate economy and efficiency hands down, compared with either horses or gas trucks, and we have two analysis blanks which will bring this situation to a head for you—bring the truth to light.

First there's the Route Analysis blank that pictures your delivery routes on paper—mileage per day, number of trips, loads, number of stops, kind of roads, grades, etc.

Then there's the Cost Analysis blank that shows in parallel columns all of the costs entering into the three types of delivery—gas trucks, electrics and horses-and-wagons—so that you can be sure to get everything down and then can contrast one with the other.

If the unnecessary waste per day or per mile of inefficient delivery now seems small to you, this blank will pile it up over a year or a 10-year period until it looks like a mountain.

Why do we mention 10 years or more?

Because Ward Electrics are built to last more than 10 years and run almost as economically after 12 or 15 years as in the first year. They operate at controlled speeds, preventing reckless driving, accidents and the excessive expense of high speed.

They are the simplest trucks made—the fewest moving parts—insuring minimum operating cost, minimum repair cost, long life and fewer days in the shop than any other truck we know of.

WRITE today for the Route Analysis and Cost Analysis blanks and for our booklet, "Facing the Facts," giving cost records, reports and letters from users based on their experiences with all three types of delivery. This information is free on request. Tell us how many trucks you operate in city delivery service.

WARD MOTOR VEHICLE CO., Mt. Vernon, N. Y.

## Ward Electrics

6 Sizes, 750 Lbs.  
to 10,000 Lbs.



# ENOZ

## KILLS MOTHS

### Service That Improves Your Service

Thousands of warehouses use Enoz because it actually and effectively performs wonders in overcoming moth damage.

### Enoz Kills Moths, the Worms, and Destroys the Eggs

*Report of Special Committee of Illinois Furniture Warehousemen's Association on Enoz Moth Liquid for use in Warehouses (Oct. 18th, 1920.)*

Your committee met at the office of the Enoz Chemical Company and talked over in detail the requirements of the warehousemen in respect to use of this liquid, and were satisfied that it was "non-inflammable" and could be sprayed over goods with safety in that respect. As to the danger of damage to finish of mahogany furniture from liberal use of the spray over a lot of goods, we could only decide from actual test. The following week a representative of the company called at the North Shore Warehouse for that purpose. One-half of a mahogany chair was wrapped with excelsior pads. The liquid was then turned on this wrapping, which was completely soaked and stood for six days without removing the wrapping. This was removed in the presence of the representative of the Enoz Company as well as our committee, and no pad marks or damage to the mahogany finish had resulted. We made no test on upholstered goods, but understand the company guarantee absolutely that no harm can result from use on such material.

We would recommend that each lot received in the warehouse for storage be carefully sprayed before piling away, also that the walls and ceiling of each storage room or section be treated in the same way immediately before using.

We feel warranted in recommending the Enoz Moth Liquid as more effective for such purpose than anything we have seen used.

J. H. TROYER,  
Chairman.

ENOZ is used by warehouses, as well as by the largest and most important wholesalers and retailers in woolens, furs, felts, upholstery, feathers, etc., to protect their stocks from moth damage. What greater proof of merit could be offered?

Enoz is more than a strong smell. It destroys insect life. If you want to get rid of moths *kill 'em*. Enoz *kills 'em*.

*The U. S. Department of Agriculture in Bulletin No. 659 says: "Various repellants such as tobacco, camphor, naphthaline, cones or balls and cedar chips or sprigs have a certain value if the garments are not already stocked with eggs and larvae. . . . The odors have no effect on their development . . . and the destructive work of the larvae will be little, if at all, restricted."*

Spray your plant now. Overcome this trouble before the warm weather develops it. Spray each room and spray each load before piling. Spray the dark, warm locations thoroughly.

Enoz does not stain or injure; it is not explosive, and is simple to use.

Be sure you get Enoz (pronounced E-noz). It is 100 per cent successful. Remember it cannot be duplicated, therefore imitations are not and cannot be as good.

Packed in containers of 5 gals. to 55 gals.

Five gals., \$11.00; 10 gals., \$20.00; 20 gals., \$37.00; 33 gals., \$54.45; 55 gals., \$80.00. A suitable sprayer is included without charge with your initial order. Try it; our expense if not satisfactory.

### ENOZ CHEMICAL CO.

705-707 N. Wells St., Chicago

Branch:  
61 E. 8th St.  
New York

Western Distributors:  
J. S. O'Callaghan & Son  
30 Beale St.  
San Francisco

New Eng. Distributors:  
Barrel, Bevier & Floete  
88 Broad St.  
Boston

—USE COUPON—

#### RAT FINIS

A scientific compound in paste form, containing bait; 1 can \$1.00, 6 for \$5.00.

#### VICO

##### ROACH POWDER

Highly efficient. Every atom counts. Compound of 100% activity; 5 lbs. \$4.75, 10 lbs. \$9.00.

#### FENO

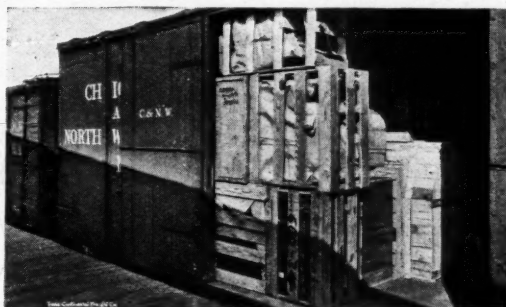
##### KILLS BUGS

Compound for killing bed bugs and vermin. 5 gals. \$9.50, 10 gals. \$17.00, 33 gals. \$50.15, 55 gals. \$75.35.

ENOZ CHEMICAL CO. (D-W-4)  
705-7 No. Wells Street, Chicago

Ship me \_\_\_\_\_ gallons Enoz Moth Liquid at a total of \_\_\_\_\_ F.O.B. Chicago, including without charge suitable sprayer. I will give it thorough trial. If it does not meet all your claims I will return remainder within 30 days and you agree to cancel the bill.

.....  
.....  
.....



## How a Saving of Coin Coined a Slogan

### *You Warehousemen Know So Well*

**Y**OU Warehousemen all know that slogan of ours—"The Service Which Is Different," but do you know that it was from a customer of one of you Gentlemen that we obtained the material for its coinage?

Here's the story—About four years ago a Gentleman whose Household Goods we had forwarded, tucked this little bouquet into a letter to us:

*"I've had considerable experience in shipping my Household Goods, but this time your service has caused me to experience a decided difference in my bill,"*

and that is how a saving of coin coined that slogan of ours—

### **A Service Which is Different**

which today is both known, *and known to be a fact* by so large a number of you Gentlemen of the Warehouse Industry.

To the Warehouseman the point in this bit of historical fact is simple—whenever you tip a customer off to a way to decrease the cost of shipping his Household Goods you increase that valuable asset of yours—Good Will.

That's all, Gentlemen, except a service which is different in the Consolidation of Household Goods for prompt shipment in through cars at reduced freight rates.

## **TRANS-CONTINENTAL FREIGHT COMPANY**

*Export and Domestic Freight Forwarders*

Consolidators of Household Goods, Machinery, Automobiles and Pianos

**General Offices: 203 S. Dearborn St., Chicago**  
**Eastern Offices: Woolworth Bldg., New York**

Boston, Old South Building  
Buffalo, Ellicott Square  
Philadelphia, Drexel Building

Cincinnati, Union Trust Building  
Cleveland, Hippodrome Building  
Los Angeles, Van Nuys Building

San Francisco, Monadnock Building  
Seattle, Alaska Building  
Portland, Oregon, 13th and Kearney Sts.

*Write the Nearest Office*





## Our Warehouses Bridge the Gap Between Shippers and Consumers

**LOOK AT THE MAP.** The circled cities are strategic traffic points. See also how they are linked.

Forward-looking shippers recognize these cities with their adjacent dependent territories as being logical centers into which to pour their products for storage, and from which to draw and distribute **EXPEDITIOUSLY AND ECONOMICALLY.**

A great population depends upon the spot stocks carried in these great centers.

Such stocks are always readily accessible, not only for your local trade, but also the nearby consumer.

In each circled city is a dependable warehouse facility of the Pennsylvania System, offering the use of its modern establishment with its up-to-date methods, low non-discriminatory rates and **UNSURPASSED SERVICE**, and enabling you to compete in these cities with minimum traffic costs.

### NEGOTIABLE WAREHOUSE RECEIPTS ISSUED INSURANCE AT LOW RATES

*Ship Pennsylvania and designate our warehouses as your terminals*

Duquesne Warehouse Company,  
Pittsburgh, Pa.

Keystone Warehouse,  
Harrisburg, Pa.

Pennsylvania Terminal Warehouse Co.,  
St. Louis, Mo.

Western Warehousing Company,  
Chicago, Ill.

Fort Erie Warehouses & Docks,  
Erie, Pa.

Pan Handle Storage Warehouse  
Cincinnati, O.

Robt. L. Spencer  
Warehouse Superintendent  
Pennsylvania System, Pittsburgh, Pa.

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE

PUBLISHED ON THE FIRST OF EACH MONTH BY  
THE CLASS JOURNAL CO.

U. P. C. Building, 239 West 39th Street, New York City  
Horace M. Swetland, President W. L. Ralph, Vice-President  
A. B. Swetland, General Manager E. M. Corey, Treasurer  
David Beecroft, Directing Editor

**Business Department:**  
Julian Chase, Business Manager

**Chicago Office**  
G. T. Bean, Mallery Building, Phone Randolph 6960

**Detroit Office**  
E. L. Carroll, 317 Fort Street, West, Phone Main 1351

**New York Office**  
P. J. O'Connor, Phone Bryant 8760

**Editorial Department:**  
Kent B. Stiles, Editor

Telephone.....8760 Bryant, New York  
Cable Address.....Autoland, New York  
Member of the Associated Business Papers, Inc.

## Subscription Rates

United States .....\$2.00 per year  
Extra postage west of the Mississippi River  
on account of Zone Postage Law..... .50 per year  
Canada .....\$2.50 per year  
Foreign Countries ..... 3.00 per year  
Single Copies 20c. each; except December Issue, \$1.00

## Advertisements

Changes in copy for advertisements in the next issue to be  
in the office of publication not later than 10 days before  
date of publication.

CONTENTS OF ISSUE COPYRIGHTED APRIL,  
1922, BY THE CLASS JOURNAL COMPANY

## ARTICLES

Warehousing Organizes "Court of Appeals".....	7
Taxation of Stocks Stored Burdens Manufacturers..	9
Story of Public Storage Told at Farm Bloc Inquiry.	10
License Requirements Under U. S. Warehouse Acts.	13
Build Freight Rates Scientifically .....	14
A Form for Every Department (IV and V).....	17
Keeping the Truck Busy .....	22
How Do They Learn Your Company's Name? By K. H. Lansing .....	26
Some Thoughts on Merchandise Warehouse Con- struction. By C. C. Daniel .....	30
The Modern Household Goods Warehouse. By T. A. Jackson .....	31

## DEPARTMENTS

Down to Brass Tax. By H. I. Jacobson.....	20
Editor's Page.....	24
"Two Bits." (Vol. II; No. 10).....	25
From the Legal Viewpoint. By George F. Kaiser.....	28
Equipment News and Reviews.....	32
With the Associations.....	34
New Buildings, Incorporations, Etc.....	46
Convention Calendar.....	49

## NEWS

James F. Keenan Buried—Under Avalanche of Telegrams	27
Distribution Service, Inc., Organized.....	33
To Eliminate Waste: Improve Distribution.....	40
Changes in Domestic Bill of Lading.....	40
New York to Examine Greeley Terminal Plan.....	41
Denial is Made that Tripp Company is For Sale.....	41
\$300,000 Cold Storage Plant for Green Bay.....	42
Dallas Storagemen "Tell the Public".....	43
Deaths in the Warehouse Industry.....	43
Food Storage Plants Open in Kansas City.....	44
Truck Owners and Commercial Haulers to Combine.....	45
New Waco Company to Build \$100,000 Plant.....	45

Index to General Advertisers.....131  
Index to Shippers' Index Advertisers.....132-133

CHICAGO  
446 Marquette Building  
NEW YORK  
44 Beaver Street  
PITTSBURGH  
437 Oliver Building  
BOSTON  
640 Old South Building

PHILADELPHIA  
529 Drexel Building  
ST. LOUIS  
1537 Boatmens Bank Bldg.  
LOS ANGELES  
517 Central Building  
SAN FRANCISCO  
64 Pine Street



## Friendship in Business

The statement that "Friendship flees when business enters" is untrue in our experience.

We review with pride and thankfulness our pleasant relations with the Storage and Transfer men throughout the country—friendships founded on the solid rock of co-operative helpfulness and good will.

Many of you are among our best patrons, and your patronage has been instrumental in helping us attain success. Our circle of business friendship is constantly widening.

**YOU NEED US.  
WE NEED YOU.**

A good reason why we should work together.

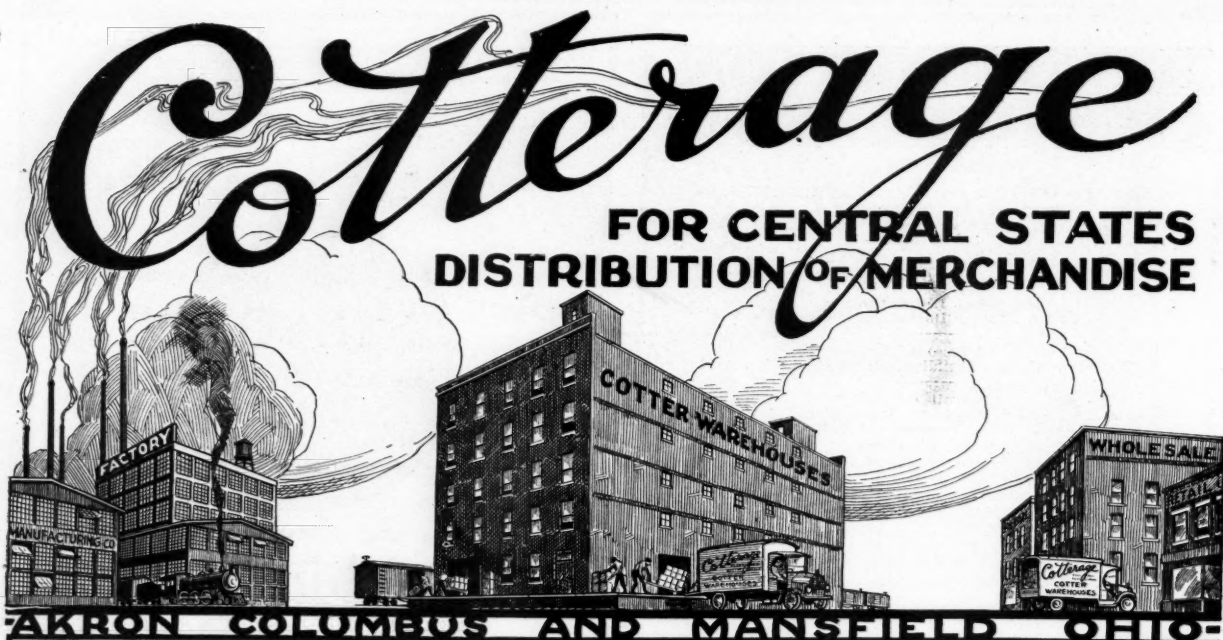
**LOW FREIGHT RATES**  
and High Class Service in the Shipment of  
Household Goods and Automobiles.

**SATISFIED PATRONS**  
for you and us

Write nearest of any of above named offices for information, which will be cheerfully and promptly furnished.

**JUDSON**  
**Freight Forwarding Co.**





## *The Warehouse Distributor Is Getting the Business*

The distributors using warehouses would not be without their service.

If you are not using this service it is probable that you do not know the sales and economic value of the service of distributing warehouses.

**Twenty  
Buildings**

Increased sales and decreased cost of delivery help to make the net profit.

A Cotter tariff will give you the facts about Central States Distribution.

Write for one today.

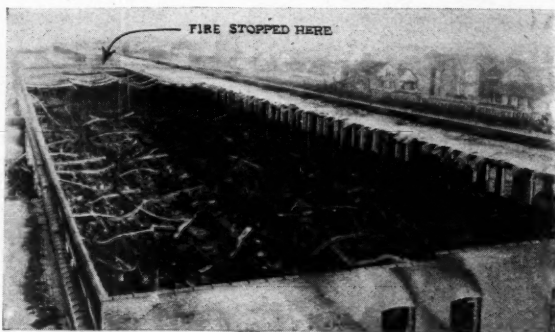
**Trackage  
Fifty Cars**

Address P. O. Box No. 456, Columbus, Ohio

*W. Lee Cotter says, "Warehousing and distribution properly used should be a saving not an expense."*

# **COTTER WAREHOUSES**

W. LEE COTTER WAREHOUSE CO. Operating 7 Warehouses in COLUMBUS, OHIO	THE COTTER TRANSFER AND STORAGE COMPANY Operating 5 Warehouses in MANSFIELD, OHIO	UNION FIREPROOF WAREHOUSE CO. Operating 8 Warehouses in AKRON, OHIO
---	--	--



February 4, 1922

**\$1,000,000 Fire Damage**

Ninety Cars Were Lost by the Chicago Surface Lines in Devon Carhouse on Jan. 26

Fire destroyed half of the Devon Avenue carhouse and seventy-eight passenger cars belonging to the Chicago Surface Lines on Jan. 26. Besides twelve miscellaneous service cars were lost. The intervention of steel rolling shutters between two sections of the carhouse saved twenty other cars and the portion of the building devoted to station headquarters. The loss was

Kinnear  
Doors  
after the  
fire.



## Saved the *other* Million Dollars!

**A**LREADY a million dollar damage—one-half the great car barn a seething cauldron, and the fire sweeping onward. Then it came to the Kinnear Doors—and stopped!

Ninety street cars and the remainder of the building had been saved. This represented a saving of over a million dollars. After 20 years of vigilance—of being on the job day and night—the

### KINNEAR ROLLING DOORS

of the Devon Avenue barns, installed in 1901 by the Chicago Surface Lines, were called on to show their true worth.

And in this they fully maintained the reputation of Kinnear Doors for over a quarter of a century as real protection against fire and thieving.

Protection of inestimable value—yet Kinnear Doors are so perfectly balanced and so carefully made they actually add to the efficiency of a building.

Let our engineering department tell you (without obligation on your part) how you can benefit by using Kinnear Doors.

**The Kinnear Manufacturing Co.**

981-991 Field Avenue

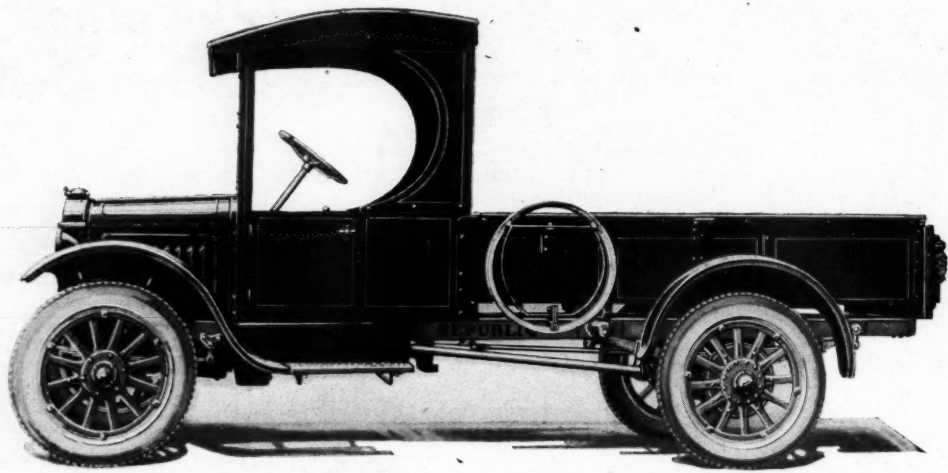
COLUMBUS, OHIO

# KINNEAR

ROLLING • DOORS

# KINNEAR





*Republic Rapid Transit, with Open Express Body, Open Cab, Cord Tires, Electric Starter and Lights, \$1415, f. o. b. Alma, Michigan.*

Unequalled Service



Other body types  
include:

- Screen enclosed
- Stock Rack
- Tank Body
- Double Deck
- Bottlers' Body
- Dump Body
- Grain Body
- Carry-All
- Panel Body
- Police Patrol
- Bus-Body
- Canopy Top

## A Real Buy and No Alibi

Republic Rapid Transit is lower in operation and upkeep cost, than any other truck of its capacity.

It is a dividend-paying investment—not a speculation. It adds to profits by reducing haulage and delivery expense.

Whatever the job—routine or rush—Republic Rapid Transit measures up. It is a money-saver from the start—recognized by storage and warehousemen as a speedy, dependable and economical delivery equipment.

The Republic Line:  $\frac{3}{4}$ , 1,  $1\frac{1}{2}$ -2,  $2\frac{1}{2}$ -3,  $3\frac{1}{2}$ -4 tons capacity.

REPUBLIC TRUCK SALES CORPORATION  
ALMA, MICH.

# REPUBLIC RAPID TRANSIT®

Republic has more trucks in use than any other exclusive truck manufacturer

# DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MAT-  
TER, JANUARY 29, 1916, AT THE POST-

FORMERLY  
**TRANSFER & STORAGE**  
PUBLISHED MONTHLY

OFFICE AT NEW YORK, NEW YORK,  
UNDER THE ACT OF MARCH 3, 1879.

Volume XXI

NEW YORK, APRIL, 1922

No. 4

## *Here's Progress:*

# Warehousing Organizes "Court of Appeals"

*Closer Relationship Between Manufacturer and Storage Executive Is Foreshadowed by Action of American Warehousemen's Association in Creating New Trade Relations Committee, Which Is Prepared to Consider Suggestions and Complaints from Distributors*

**W**HEN the national distributors convene in June, at a city yet to be designated, at the annual meeting of the Shippers' Warehousing and Distributing Association, there will be in working operation a new co-operating unit representing the public storage industry—a trade relations committee created by the American Warehousemen's Association.

The committee on trade relations was authorized by the A. W. A. directors at a recent meeting held in Chicago. For shippers who use warehouses, such as member companies of the American Specialty Manufacturers' Association, the Shippers' Warehousing and Distributing Association and kindred organizations, this action by the A. W. A. directors is of extreme significance.

The business relationship between sales manager and storage executive had already been strengthened during the past two years through the instrumentality of the Shippers'

Warehousing and Distributing Association, and through co-operation with the American Specialty Manufacturers' Association. It will be recalled that at the St. Louis convention of the A. W. A. last December, C. Francis, chairman of the cereal section of the specialty manufacturers, said that his organization's secretary and trade relations committee would welcome conferences with an A. W. A. trade relations committee.

The action taken now by the A. W. A. accordingly foreshadows even greater measure of co-operation between warehousemen and manufacturers in the way of developing standardization, better service, economy in distribution and mutual confidence.

The directors of the Shippers' Warehousing and Distributing Association will meet probably in Chicago some time in April at the call of the organization's president, John Simon, manager of the transfer department of the



Keystone Steel & Wire Co., Peoria, Ill. It is likely that an invitation will be extended to W. W. Morse, Minneapolis, president of the American Warehousemen's Association, to have a representative of the new trade relations committee address the shippers' convention two months later.

Mr. Morse has selected as the members of the trade relations committee the following warehousemen:

Chairman, S. M. Woodson, president of the D. A. Morr Transfer & Storage Co., Baltimore and Fifteenth streets, Kansas City, Mo., representing the household goods division. Mr. Woodson is a member of the trade relations committee of the Kansas City Warehousemen's Association.

Will H. Douglas, president of the Douglas Public Service Corp., Inc., 118 No. Front street, New Orleans, representing the merchandise division.

George M. Weaver, vice-president and general manager of the Chicago Cold Storage Warehouse Co., 1526 So. State street, Chicago, representing the cold storage division.

Word that the American Warehousemen's Association now has a trade relations committee was sent to the members of the Shippers' Warehousing and Distributing Association and created a favorable impression. Some months ago the traffic managers suggested that what might be known as a "Court of Appeals" be created by the warehouse industry. The thought advanced by the shippers was that to such a body the members of the traffic managers' organization could carry suggestions, complaints, etc., with a view to mediating controversies arising individually between shippers and warehousemen. This suggestion was carried to the A. W. A.'s St. Louis convention on behalf of the traffic managers by Sidney A. Smith, Chicago, chairman of the A. W. A. committee on shipping and distribution, com-

prising Chicago warehousemen who had previously held conference with representatives of the shippers' organization.

In effect the new trade relations committee may be said to be equivalent to a "Court of Appeals," although it will not be called by that name.

What the trade relations committee means to warehousing and to shippers is explained in

a statement by President Morse of the A. W. A., as follows:

"The Board of Directors of the American Warehousemen's Association at their meeting in Chicago on Feb. 6 and 7 voted to establish a committee of three, one from each division of the Association, to be known as a Trade Relations Committee.

"The duties and functions of this Committee are to be

to hear any complaints which may be preferred of unfair or unbusinesslike practices alleged against any member of the association and to give the member an opportunity to be heard, together with his accuser, and to pass judgment on such matters either by way of making recommendations to the parties in interest or admonishing the member house, or if necessary reporting the case to the Board of Directors with recommendation for expulsion or such other action as the Committee might deem best."

Mr. Morse has written to the American Specialty Manufacturers' Association and the Shippers' Warehousing and Distributing Association pledging the A. W. A.'s co-operation "in bringing about the most close and fraternal relations between our industry and those who use our service as a link in the chain of distribution from the producer to the consumer."

To the Shippers' body Mr. Morse suggested it create a special committee to work with the A. W. A.'s trade relations committee.

#### MR. SHIPPER:

**T**HE value of a membership in the Shippers' Warehousing and Distributing Association is enhanced by the action taken by the directors of the American Warehousemen's Association in creating a trade relations committee, which in effect is equivalent to a "Court of Appeals" which will consider suggestions, complaints, etc., with a view to strengthening the business relationship between traffic manager and public storage executive.

Standardization, better service, economy in distribution—these are some of the objectives of the Shippers' Warehousing and Distributing Association. Mr. Shipper, read this article and then apply for membership in this traffic managers' organization. Developments are under way designed to save the members money. Dues are \$25 annually. Drop a line of inquiry to the association's president, John Simon, manager transfer department, Keystone Steel & Wire Co., Peoria, Ill.

## Analysis Shows That

# Taxation of Stocks Stored in Public Warehouses Burdens the Manufacturer

The Shipper Is "Not Safe at Any Time at Any Point"

**A** RECAPITULATION showing the taxes assessed by State or municipal authorities on stocks stored in public warehouses by members of the Shippers' Warehousing and Distributing Association has been distributed to the members of the traffic managers' organization by C. G. Yates, chairman of the law and legislative committee and traffic manager of the Vick Chemical Co., Greensboro, N. C.

Seventy-six cities in thirty-four states, together with five cities in four Provinces of Canada, are covered in a document probably unique in the history of distribution.

### The "Escape" Collector Busy

Mr. Yates's analysis of the situation indicates that the shipper may not escape taxation of this character in any part of the country. For example, in one city no assessments were ever levied on stocks in storage until a few months ago. Then the local assessor demanded from several of the association's members that they furnish information as to the amount of stock in storage in that city on Jan. 1, 1921, and has sent out his assessment blank covering values of stock in storage on Jan. 1, 1922. This retroactive feature is further emphasized by Mr. Yates as follows:

"Just last week a gentleman with the title 'Escape Tax Collector' sent out notices that he was unable to find where some of our members had paid taxes on stock in storage in ——— for the past five years; that the law permitted him to go back and collect taxes for five years, and demanded that he be furnished with the value of stock in storage for that period.

"This shows that we are not safe at any time or any point. The matter is fast coming to a head where something definite has got to be done; or else the manufacturer and shipper will have to make up their minds to pay a goodly sum annually on outside taxes or discontinue using warehouses, depending on jobbers to carry larger stocks of establishing branch factories from which most territory can be supplied at short notice by the use of trap cars that are now being put back on the lines of the carriers to meet the competitive conditions.

"There is no question in my mind but that the users of public warehouses as a medium of distribution can cut their tax payments fully in half by finding out the exact date the taxes have to be turned in, then to watch their stocks and get them down to the minimum so that at the time of listing they will have very little on hand in warehouses. Of course this takes time and is troublesome, but it is worth it."

The recapitulation shows that there is no uniformity

as to tax dates. They vary in the different cities, and fall in January, March, April, May, June, July, September and December.

In eleven cities mentioned the taxes are assessed on 100 per cent of the stock in storage on the designated dates. In two cities the assessment is on 60 per cent of the stock, in three cities on 50 per cent, in two cities on 33 1/3 per cent, and in one city on 25 per cent. In the other cities reported on, the members did not state what per cent of the stock was taxed.

In one city seven of the association's member companies are each paying as high as \$7.35 on 50 per cent of every thousand dollars' worth of goods in public warehouses. In another city six members are each paying \$6.62 on 33 1/3 per cent of every thousand dollars' worth of stock stored. In another city three members are each paying \$5.40 on 50 per cent of each thousand dollars' worth.

In one state alone local assessors are taxing seventeen accounts given to warehousemen by members of the shippers' association. The average of these payments is \$3.31 for every thousand dollars' worth of goods stored. Six of these shippers alone paid a total of \$1,166.95 in taxes of this character on stocks warehoused on the dates designated for collections; the other eleven did not report the total taxes paid, giving only the rate of payment.

### Warehousemen May Help

Mr. Yates, in his analysis accompanying the recapitulation, places emphasis on a bulletin recently sent to the members of the shippers' association by its president, John Simon, manager of the transfer department of the Keystone Steel & Wire Co., Peoria, Ill., suggesting that each member company handle every case with the individual warehouseman at the point where the local assessors are active—as, Mr. Yates points out, "the attitude of the local warehouseman has a lot to do with holding this charge to a minimum, if he is not successful in killing it altogether."

Meanwhile the Yates committee is working in co-operation with a committee representing the American Warehousemen's Association in an effort to effect elimination of taxes on stocks maintained by shippers in States other than the States in which the goods are manufactured. The contention of the shippers is that such products are, while stored in warehouses in other States, merely in transit from factory to wholesaler or retailer and that accordingly such movement is really inter-State commerce and the goods are not legally taxable by local assessors.



# Story of Public Storage Told at Farm Bloc Inquiry

*Reports on Behalf of Merchandise and Cold Storage Warehousing  
Are Filed With Congressional Agricultural Commission Surveying  
Problems Involving Distribution of Essential Commodities*

**T**HE rôle which warehousing plays in the big American business drama of distribution is to be reviewed in a document to be issued soon by the Congressional Joint Commission of Agricultural Inquiry, and the facts to be set forth in this review have been placed before the investigating body by the following representatives of the public storage industry:

Merchandise: Alton H. Greeley, Cleveland, president of the American Chain of Warehouses and a member of the public relations committee of the American Warehousemen's Association and L. T. Crutcher, Kansas City, warehousing's representative in the Domestic Distribution Department of the Chamber of Commerce of the United States and chairman of the public relations committee of

the A. W. A. and the Central Warehousemen's Club.

Cold storage: J. R. Shoemaker, Elmira, N. Y., chairman of the cold storage executive committee of the American Warehousemen's Association and a member of that organization's public relations committee; Frank A. Horne, New York City, a member of the A. W. A.'s public relations committee; and Gardner Poole, Boston, vice-president of the A. W. A.

These five representatives of warehousing went to Washington in March, submitted reports on behalf of the merchandise and cold storage branches, and testified voluntarily as witnesses in an effort to tell the storage industry's story as it relates to America's distribution system.

**T**HE inquiry is stated to have been instituted by the farm bloc in Congress. The farmer wanted to know why commodities which reached him cost so much more than when they left the producer. In other words, what factors enter into successive increases in distributing costs from the time the product leaves the factory and the time it arrives on the farm?

For several months the Congressional commission has, with the co-operation of producers and distributive organizations, been making an analytical survey of problems involved in distributing essential commodities.

The outcome is a report to Congress on marketing and distributing. The report is in four sections: The Agricultural Crisis and Its Causes. II. Credits. III. Transportation. IV. Distribution and Marketing. The first two sections are already off the press. The other two will be issued about April 15. The part which warehousing plays in distributing will appear in the fourth and final section, based largely on information presented by the industry's five representatives who went to Washington to testify.

The hearings attended by the warehousemen was held in the chamber where the international conference on limitation of armaments took place. The same furniture was used, Mr. Greeley occupying the chair in which Viviani sat; Mr. Crutcher in that of Balfour; Mr. Shoemaker in that of Ito; Mr. Horne in that of Secretary of State Hughes, and Mr. Poole in that of Briand.

The inquiry has been wholly non-partisan and non-political of character, and there will be wide distribution of

the commission's report among farmers, bankers, economists, newspapers and trade papers. This means that warehousing as an industry will be brought to the attention of business interests in an official way.

The importance of the commission's efforts was emphasized by Alvin E. Dodd, manager of the Domestic Distribution Department, in a talk to trade paper editors in New York on March 17. The Department has co-operated with the commission, and during the Washington hearings the Department placed its office facilities in the Mills Building at the disposal of the visiting warehousemen.

## Merchandise Report

The report filed with the commission on behalf of merchandise warehousing by Mr. Greeley and Mr. Crutcher reads:

"Warehousing may be accepted as a fundamental conception of human intelligence as soon as it has risen to the stage of producing for future needs. Graineries and other means of food storage are discovered as very early manifestations of this idea. Where populations have given themselves principally to the peaceful arts, warehousing has hitherto found its widest uses. It is one of the signs of an advanced community, one of the evidences of industrial progress, to have secure and substantial provision of a public character for the care of all commodities in any part of the land—fruits, grains, foodstuffs, cotton, wool and the whole list of staple commodities, in a prudent, efficacious and economical way. In the first place, it is important that there shall be protection from the weather, and, in the second place, that there shall be protection from fire, and lastly, that there shall be responsible custody, so that money

may be safely loaned on the commodity at any time, and that there shall be economical means of handling whenever necessary. It is a recognized fact that there is no other class of security so desirable for bank loans as receipts for this class of merchandise, provided it is stored in first class, reliable, public warehouses.

"As it is found today in the United States warehousing is divided into four general classifications:

- "1. General Merchandise.
- "2. Raw Products of Agriculture.
- "3. Preservation of Foods.
- "4. Protection of Household Goods.

"This order has been adopted in spite of the present conditions which would place the storage of food as of a greater importance than the storage of general merchandise; a condition which is based upon historic facts and not in any way the situation which will result finally when the storage of general merchandise is more widely understood. Passing now from the abstract to the particular, it needs no argument to show that a principal function of warehousing is to stabilize the supplies between production and consumption; that storage for future needs is as necessary almost as the production for future needs and that no stabilized production can take place until a stabilization of the produced articles accompanies it.

"Although farmers and planters are first interested in the storage of their products for the purpose of stabilizing the market in which they must sell them, as the largest single class of consumers, are equally interested with all other citizens in the storage and stabilization of finished products and in general warehousing, which is the subject of this report, and in which their interest evi-



dently is as great as that of any other class.

"A knowledge of economic conditions proves very clearly that adequate means for storing the real wealth of the country is as essential as the proper storage or banking of its financial resources and it is believed that no demonstration is necessary to prove the extreme need of this adequacy of general warehousing facilities. There were in the United States in December, 1920, approximately 80,000,000 square feet of floor space devoted exclusively to general warehousing.

#### Starvation but for Warehouses

"The general question of the part played by merchandise warehouses or, as sometimes called, 'dry storage' in the distribution of agricultural products is one of the main features of marketing because of the fact that the warehouse provides the place of deposit for all kinds of agricultural commodities, both in their original state and after manufacture, and insures their care in a scientific manner by custodians trained with an understanding of the protection demanded for various kinds of goods. Warehouses also provide a place for the assembling and holding of agricultural products for marketing over and after the growing season, thus making a reservoir to draw from to supply the demand for gradual consumption. Were it not for the fact that public warehouses exist at all large centers and that in them are stored large supplies of food, starvation would face every large city, as only a few days supply of food is to be found in any of the retail stores or wholesale houses. The so placing of agricultural products in storage is often the means of securing of funds for paying the farmer while waiting sale and often perhaps is a means of averting financial disaster. This feature of warehouse service will be more fully dwelt with later in this report.

"While the storage of merchandise has been linked with transportation and commerce for years, it is felt by most progressive warehousemen that the industry and its ultimate utilization in marketing of the agricultural products of the country is still in its infancy. The farmer, the grower, the packer, the shipper, whether he be a co-operative selling organization, a broker or an agent, the wholesaler, the banker, the retailer, and even the consumer, better known as the public at large, should all be fully advised regarding the use of public warehouses and the economy offered thereby. This can only be brought about by a systematic plan of education and publicity. Your committee desires to call attention to what seems to it an added burden in the storage of produce and merchandise in private warehouses where public warehouses are available. These warehouses are often unsanitary and are usually operated at a loss because of the fact that most lines of business require a maximum amount of space only at two periods of the year, resulting in a loss for the maintenance of the vacant space during approximately one-half of the year. A public warehouse, on account of the many various kinds of commodities handled, the peak load of each not coming at the same time, makes it possible for the warehousemen to utilize this space practically to 100 per cent efficiency. This same argument also applies to the item of labor.

"It is surprising how many merchants

and manufacturers still ship their various commodities in l. c. l. shipments and direct to their customers, instead of forwarding their wares in c. l. to an advantageous distributing point for storage and thus save the difference between the l. c. l. and the c. l. rate, and in addition be able to make spot stock delivery, often a controlling factor in securing a sale, and also avoid transit delays. The warehousemen of the country who have long since realized the necessity of close co-operation between themselves and also the necessity of a better knowledge of the requirements of their clients, have through its parent body, the American Warehousemen's Association, and with the co-operation of its president, Mr. Willard W. Morris, of Minneapolis, Minn., established a number of committees who are making a special study of the various phases of the warehouse business with a view of establishing closer relations with the producers and sellers of the country, realizing that the interest and purposes of each are mutual. One of these, the public relations com-

mittee for the agriculturists and other consumers in the United States is to give them a sufficient knowledge of the functions of warehousing and the services which are performed by what has come actually to be known as scientific warehousing.

"In its first conception a warehouse was a place in which articles might be stored for a period and then removed for consumption but from this idea it has grown to a place where the producer may store his property for distribution in small or large quantities: where many carloads from many producers are received, re-packed, if necessary, and broadcast throughout the country in carload lots consisting of smaller parcels of great variety.

"By the proper use of public warehouse facilities the producer today may very largely overcome the obstruction of high freight rates through the ability of warehousemen to make carload lots of varieties of products and avoid the delays and expenses of less-than-carload shipments.

"The presence of the modern fireproof warehouses in the marketing centers of the country has made it possible for the farmer and the manufacturer to ship produce and merchandise of all kinds to these centers for distribution, knowing that care and service will be given to his shipments and his business without the necessity of his presence, and thus the possibility of extending the scope of his activity. The business of warehousing and banking is very similar in nature; one stores merchandise, the property of another released upon an order, and the other stores money, also not its own, which is only released upon an order. The warehouseman is fully aware of the trust imposed upon him and the history of the business proves that this trust has not been violated. Farmers and others should always use responsible warehouses only and this information can be secured through any local banker. Most public warehouses issue upon request negotiable warehouse receipts on produce and merchandise stored in warehouse. This form of collateral is considered by banks as a preferred class of security upon which to make loans and is the means offered to the farmer and manufacturer of financing crops, raw materials and finished products before being sold to the consumer and final returns received. The Committee wishes to assure the Joint Commission of Agricultural Inquiry of the co-operation of the merchandise warehousemen of the country and their desire to be of further service in the pursuit of this inquiry if possible.

#### Three Suggestions

"The intelligent use of warehousing service establishes a community interest among many shippers. It is not an additional service performed at an additional cost to the consumer or anyone else: it is a series of services performed under conditions of economy in lieu of service that would otherwise be performed at higher costs by some other agency.

"In closing, we make the following recommendations:

"(a) That the Joint Commission of Agricultural Inquiry shall use every means possible to educate the farmer and those marketing agricultural products to the results to be secured in using reliable public warehouses, assuring them that

### MERCHANDISE STORAGE RECOMMENDATIONS

ON behalf of merchandise warehousing the following recommendations were made to the Congressional Joint Commission of Agricultural Inquiry:

1. That the commission undertake to educate farmers and those marketing agricultural products "to the results to be secured in using reliable public warehouses."
2. That the use of the negotiable warehouse receipt "offers a means of finance worthy of consideration."
3. That the forwarding of produce in carload lots to distributing centers "is productive of economy and insures spot stock for prompt delivery when required."

mittee, is under the chairmanship of Mr. L. T. Crutcher, of Kansas City, Mo.

"The activities of the other committees of the American Warehousemen's Association have been engaged in producing uniform forms and practices, and a study of fireproof warehouses and terminal construction and all-important feature in the economical distribution of farm products. Through the efforts of the legislative committee, the passage of the Uniform Warehouse Receipts Act has been made a law in almost every State in the United States. This Act fully protects the storer and his merchandise from every conceivable legal viewpoint and has driven from the warehouse business those whose purpose might have been improperly to protect the interest of the storer. The Chamber of Commerce of the United States has long since realized the importance of warehousing in the marketing of merchandise and has placed on its Committee of Domestic Distribution a member of our industry. Mr. Alvin E. Dodd, Manager of the Chamber's Distribution Department has made a careful study of the subject.

"What is most important to accom-

their interests will be fully protected.

"(b) That the use of the negotiable warehouse receipt offers a means of finance worthy of consideration.

"(c) That the forwarding of produce in c. l. to central distributing centers is productive of economy and insures spot stock for prompt delivery when required."

#### Cold Storage Report

The report filed on behalf of the cold storage branch by Mr. Shoemaker, Mr. Horne and Mr. Poole was accompanied by charts prepared with the co-operation of I. C. Franklin, Specialist in Storage for the Bureau of Markets of the United States Department of Agriculture. The report reads:

"Cold storage is a vital factor of necessity to agriculture in the economic and efficient conservation and distribution of perishable products in their movement from the producer to the consumer.

"In this movement cold storage and refrigeration play an important part in several different ways: first, in the pre-cooling or chilling and the holding of products under refrigeration until sufficient quantities for economic shipment have been accumulated and to insure the products being in the best possible condition to carry well in transportation. This class of storage is commonly referred to as temporary storage.

"There is also a second class of temporary cold storage which affords the protection of refrigeration for short periods to perishable products in the course of their distribution. This class of storage is an important factor in extending somewhat the comparatively short seasons of availability of highly perishable fruits and vegetables. It is also of great importance in the saving of waste and loss from market gluts due to excess supplies which the consumptive demand can not absorb before deterioration takes place. In practically every instance the laws of the States recognize temporary storage and exempt from the marking provisions all stocks that have been held under refrigeration for 30 days or less. This distinction is concurred in.

"The third class of cold storage is the period of seasonal storage which absorbs the surplus production of hardier perishable products during the normal season of heavy production and thereby makes this surplus available to the consumer over materially lengthened periods.

"It is of course well known that cold storage and refrigeration also are very necessary and important factors in the various processes of the meat packing industry.

"Cold storage is divided into three general groups as to location:

- "1. Points of production;
- "2. Intermediate or storage-in-transit points;
- "3. Terminals and points of large consuming demand.

"Storage at producing points is of two general classes: the precooling, chilling, and temporary storage, which is used largely for dairy products, eggs, and poultry; and the cold storage warehouses in large producing sections of fruits and vegetables in which the

prompt placing under refrigeration after harvesting is a recognized factor in their keeping qualities. This latter class of warehouses is in many cases owned co-operatively by growers and producers. Some of them have been able to operate profitably; many have not, due to lack of sufficient earning capacity and volume of continuous business to overcome the fixed charges from the investment and operation of the plant.

"Storages at intermediate or transit points provide an opportunity for distribution over large areas of consuming territory as required. The storage-in-transit tariffs at many points permit reshipments at through freight rates, plus a small transit or stop-over charge, from original shipping points to final destination. The movement of a portion of seasonal products into intermediate storages during the periods of maximum production relieves congestion which would occur at large terminal points if the increased volume moved to those points during that period.

"Adequate storage at terminal points and points of large consumption is of vital

#### COLD STORAGE RECOMMENDATION

ON behalf of the cold storage branch of warehousing it was recommended to the Congressional Joint Commission of Agricultural Inquiry that:

There should be enacted as promptly as possible a Federal cold storage law similar in its provisions to the terms and scope of the uniform law relating to the cold storage of certain articles of food, as recommended by the Commissioners of Uniform State Laws appointed by various Governors, but adapted to a Federal statute and in accordance with specific recommendations by the Secretary of Agriculture.

economic necessity to provide reservoirs of supply to meet the great consumptive demands and to guard against food shortage in emergencies of strikes, catastrophes, storms, etc. They also provide temporary storage and refrigeration essential in the prevention of waste during the current distribution of highly perishable products.

"Cold storage stabilizes market prices to the producer by absorbing into reserve stocks the excess production of the peak producing period at higher prices than would prevail if it were necessary to move the entire crop into the consuming market. This encourages the producer to larger production because it avoids the probability of market gluts, consequent low prices, and waste, by caring for this excess production until another period has arrived when the movement of the production to market is not sufficiently great to supply the consumptive demand. In turn it gives the consumer a normal supply of seasonally produced products during the periods of deficient production at prices much lower than would prevail for the small current production if no reserve stocks were available.

"It is therefore plain that cold storage in carrying surplus products from the season of maximum production to the season of natural deficiency tends to an increase of production, adds to the total food supply, and therefore leads to lower average prices to the consumer than would be the result if the supply were diminished.

"Charts prepared by the Bureau of Markets and Crop Estimates show the yearly movement of certain commodities in and out of cold storage over a period of several years and the periods of flush production are plainly illustrated by the rising lines to the peak points of cold storage holdings, and the periods of deficient production by the falling lines to the low points. There is, of course, some variability from year to year in these periods due to weather and other conditions.

"The abnormal conditions of the war and post-war years are plainly noticed in analyzing these charts. Particular attention is called to the abnormalities of the movement and holdings of meat and meat products, especially with respect to lamb and mutton. These latter excessive holdings of 1920-'21 were due to imports of somewhat over a hundred million pounds from Australia and New Zealand.

"Cold storage facilities have been increased rapidly in the past few years to meet the extending demand, and surveys made by the Bureau of Markets and Crop Estimates indicate that the existing facilities are adequate in capacity and in a general way well distributed in location. The extraordinary demands of the war and post-war periods caused very large increases in cold storage space at certain points which under present conditions gives these points some excess space, but the constant extension of the field of usefulness of cold storage will rapidly utilize this space."

(Here charts are introduced, designed to show the existing cold storage facilities and the increase from 1920 to 1921, and, prior to this, the increase in space from 1917-'20, approximately fifty million cubic feet. The total cold storage space, covered by another chart, represents a total investment of more than \$200,000,000. Another chart shows the cold storage holdings as compiled by the Bureau of Markets and Crop Estimates for Jan. 1, 1922, and Jan. 1, 1921, compared with a five-year average on the same date. The abnormal amount of the five-year average is shown by various charts which note the great volume of movement through cold storage during the war and post-war years. During that period all available space was used and the large increase of space is mainly accounted for by the demand of that period.)

The report continues:

#### Aim to Decrease Waste

"With the cessation of exports and abnormal movement and consequent excess of available space, cold storage warehousemen are facing the same problem as confronts many other industries and are endeavoring to meet this problem by urging greater use of cold storage facilities in decreasing loss, waste, and deterioration in the movement of perishable products from producer to consumer.

"Due to this condition of excess space, particularly at certain points, competition is very keen and storage rates are



being quoted that are below actual cost of warehouse operation. In this connection it is interesting to note that a recent publication by the cold storage division of the American Warehousemen's Association shows that under normal conditions the average yearly occupancy of cold storage space is only 50 per cent of the net available space in the warehouses. This takes into consideration the loss of space due to small lot piles, etc.

"There are three general classes of cold storage warehouses: public, private, and combined public and private. The first class, or public cold storages, which is the largest, confines their operations entirely to storing products for others. The private cold storage is operated exclusively for the storage of products dealt in by the owner, and the combined public and private warehouse performs both functions.

"The following is a summary of figures showing the distribution of this classification of warehouses:

"Public, 358 warehouses, 199,220,000 cu. ft.

"Private, 708 warehouses, 252,434,000 cu. ft.

"Combined, 216 warehouses, 45,306,000 cu. ft.

"Cold storage service is divided into two general classes: freezer service which covers the carrying of goods at temperatures below 29 deg. F., and cooler service which covers the carrying of goods above 29 deg. F. This is the dividing point as used in all tabulations by the Bureau of Markets and Crop Estimates.

"Under freezer service the following are among the commodities most generally stored: Dairy products: butter, milk and cream, poultry, frozen eggs (eggs broken into containers); fresh meat and fresh meat products; fish; frozen small fruits.

"Under cooler service—dairy products: shell eggs (eggs in cases), cheese, condensed milk; cured meats; packing

house products; fresh fruits and vegetables; dried fruits, nuts, cereals, candy sorghums, etc.

"The products handled through cold storage may also be classified as follows:

"Seasonal products, which are recognized as the more hardy perishables and which are commonly carried from the period of heavy seasonal production through into the period of deficient production. Under this heading we have eggs, butters, cheese, poultry, apples, pears, fish, and other commodities of recognized seasonal production.

"Highly perishable products which from production to consumption must be handled under refrigeration protection to prevent deterioration and loss and which protection extends the available period to the consumer include fresh vegetables, as celery, lettuce, and fruits, such as peaches, plums, berries, etc.

"The third class covers the general staple perishables which must be prevented from deterioration by handling through cold storage. Under this class we have meats and meat products, dried fruits, nuts, cereals, candy, and other commodities in these general classes.

"The general service performed by public cold storage warehouses included receiving, handling, and shipping of goods to and from the warehouse, the maintaining of proper temperatures for the commodities in storage, and, for distant owners, inspecting, weighing, repacking, and other special services are often performed for their convenience.

"The cold storage warehouseman is a strong factor in the financing of perishable products in cold storage. This service can well be rendered by the warehousemen because of their intimate knowledge of and responsibility for the collateral. However in many instances competitive conditions have brought about excessive loans to secure business. This has operated to develop unwholesome speculation and thereby insecurity in the industry itself and in the perish-

able food trade.

"These loans are based on negotiation of warehouse receipts issued under the so-called Warehouse Receipts Act which has now become the law of practically all the States of the Union. These receipts are also available for use as collateral security in negotiating loans by the owners of products in cold storage direct with banking institutions. Uniformly under these laws 'a warehouseman shall be liable for any loss or injury to the goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise, but he shall not be liable, in the absence of an agreement to the contrary, for any loss or injury to the goods which could not have been avoided by the exercise of such care.'

"The development of the cold storage industry from its small beginning with ice as a refrigerant to its present high point of efficiency with mechanical refrigeration has been very rapid. In that rapid growth abuses have developed, and while not general, where existing, have worked injuriously both to the public and to the industry itself.

"Some twenty States have enacted regulatory cold storage laws. These laws vary in many important particulars and in the degree of enforcement. The latter is due, in many cases, to the fact that a large percentage of the products handled through cold storage moves in interstate commerce without evidence that they have been in cold storage.

"Therefore, there should be enacted as promptly as possible a Federal cold storage law similar in its provisions to the terms and scope of the uniform law relating to the cold storage of certain articles of food, recommended by the Commissioners of Uniform State Laws appointed by the governors of the several States but adapted to the requirements of a Federal statute and in accordance with specific recommendations of the Secretary of Agriculture."

## Requirements to Become Licensed Under United States Warehouse Act

THE principal requirements of a warehouseman to become licensed under the United States Warehouse Act, according to H. S. Yoke, Investigator in Marketing of the Department of Agriculture, are as follows:

1. Ability to show a certain amount of net assets.
2. To furnish a bond in a prescribed amount to the U. S. Government.
3. Possession of a warehouse which is suitable for the proper storage of the products.
4. The warehouseman must act as a public warehouseman.
5. The warehouseman himself must be competent and of unquestionable integrity.
6. The warehouseman must agree to abide by the terms of the United States Warehouse Act and the regulations issued thereunder by the Secretary of Agriculture.

After becoming licensed the warehouseman is authorized by law to issue licensed warehouse receipts to cover agricultural products stored in the licensed

warehouse. The form of the receipt is prescribed by the act and the regulations and must embody the following information:

### Regulations

1. Location of the warehouse.
2. Date of issuance of receipt.
3. Consecutive number of receipt.
4. Whether the receipt is negotiable or non-negotiable.
5. Rate of storage charges.
6. Description of packages or products so as to identify them and a statement of the quantity, including the weight.
7. The grade or class of the product in the case of all fungible products, and also in the case of non-fungible products unless the depositor specifically requests that the products be not graded.
8. A statement that the receipt is issued subject to the act and regulations.
9. Whether the warehouseman has an interest in the products covered by the receipt.
10. A statement of advances and charges made by the warehouseman

against the products covered by the receipt.

11. The signature of the warehouseman.
12. The license number.
13. Date of expiration of license.
14. Amount of bond.
15. In the case of a corporation, in what state it is incorporated.
16. The amount of paid in capital stock.
17. Whether or not products are covered by insurance.
18. Such other terms and conditions within the limitations of the act as the Secretary may require.

### Dreiss Co. to Build

SAN ANTONIO, TEX., March 17—The Dreiss Storage Co. is planning to build a new warehouse in about six months on ground adjoining its present structure at 1906 South Flores Street. The building will contain about 9000 sq. ft. of floor space and will be used for storing merchandise, household goods and automobiles.



## Warehousing Says:

# BUILD FREIGHT RATES SCIENTIFICALLY

### Representatives of Storage Industry Publish Attitude Toward Present Tariffs of the Railroads

"The usual spread between carload and less than carload rates is ridiculously insufficient."—Roy C. Griswold, Chairman Committee on Railways and Steamships, American Warehousemen's Association.

"It is difficult to see how any wide-awake manufacturer need have his market restricted by the present spread between carload and less than carload freight rates, especially when the public warehouse charges are in the great majority of instances much less than this spread."—Wilson V. Little, Secretary, Illinois Association of Warehousemen.

THE attitude of the public merchandise storage industry toward the freight rate situation—an attitude to which exception has been taken vigorously in recent months by some of the manufacturers who distribute through warehouses—is set forth clearly in two letters which have been sent to the *Chicago Journal of Commerce* on behalf of the American Warehousemen's Association and the Illinois Association of Warehousemen.

On the opposite page is printed an editorial which appeared in the *Journal of Commerce*.

This editorial, headed "Unwise Freight Classification,"

is attacked with arguments designed to show, among other things, that:

1. Railroads should do a little constructive cost accounting.
2. Railroad operating and soliciting departments should stop trying to furnish warehouse service and facilities without charge.
3. Railroads should cease handling less than carload shipments through their freight houses at carload rates.
4. Freight rates should be constructed with scientific relation to cost.

THE letter written by Mr. Griswold on behalf of the American Warehousemen's Association follows:

"In your issue of Feb. 23 there appeared an editorial on 'Unwise Freight Classification,' in which you charged that those who make freight classifications seem to be constantly smothering their own interest and profit in regard to less than carload rates. Your charge is well founded, but I desire to take exception to your analysis of the situation and the remedies you suggest. The real complaint is that, with few exceptions, the present spread between carload and less than carload rates is too small to produce a profit for the railroads or promote a better and more economical scheme of distribution.

"Your editorial cites the rates on preserved figs from a Texas point to Chicago, which are 94½c on carload and \$2.38½ less than carload. Rates to and from Texas points are not based in the same manner as those to points in official western or southern classification territory, and are usually without apparent reason. The particular rates cited, however, are exceptionally sound and defensible.

"Railroad loading records show that the average car of less than carload freight aggregates 12,000 pounds. As the less than carload movement from Texas north is small, it may be assumed that 10,000 pounds is a fair average. The average car of carload freight is at least 35,000 pounds. The average box

#### MR. SHIPPER:

A CLEAR exposition of the public warehouse industry's contentions in regard to the construction of freight rates on carload and less than carload shipments is offered in the letters, presented herewith, written on behalf of the American Warehousemen's Association and the Illinois Association of Warehousemen in reply to editorial text which appeared in a Chicago financial newspaper.

The warehouse industry considers itself concerned, equally with the traffic manager, with the revision of the carriers' tariffs. It asks intelligent revision based on scientific relation to carriers' costs rather than "by pressure of shippers or communities."

The arguments set forth in these letters do not apply to the Chicago district alone. They are representative of the convictions of warehousemen in all parts of the country. It will be helpful for you, as a shipper, to familiarize yourself with warehousing's viewpoints, which are to be presented to the Interstate Commerce Commission.

car to-day weighs twenty tons. Comparing similar movements of carload and less carload freight, the railroad received \$238.50 for hauling 10,000 pounds of less than carload freight and 40,000 of car, or approximately 47c. per 100 pounds of total haulage. In carload quantities the railroad received \$330.75 for hauling 35,000 pounds of freight in the same 40,000 pound car, or 44c. per 100 pounds.

"In the matter of actual cost to the railroads, there is little comparison to be made between solid car lots moving from one shipper to one consignee loaded by the shipper and unloaded by the consignee on private sidings or team tracks, as against the same merchandise received in a freight house from a number of shippers, loaded by the carrier, transferred, probably, three or four times in transit, and delivered through freight house to a number of consignees. In this less than carload lots haul from Texas the railroads would spend at least 40 cents per 100 pounds in labor. Moreover, the clerical work and liability to loss and damage is multiplied several times that of the carload shipment.

"As stated before, the usual spread between carload and less than carload rates is ridiculously insufficient. About 15 per cent of the commodities, classified among them being boots and shoes and dry goods which can move in volume, have the same carload and less carload lot rates. There is a larger percentage in which there is a spread of only one class. For example, the rates on choco-

## Here Is the Chicago Journal of Commerce Editorial on the Subject of "Unwise Freight Classification"

Those who make freight classifications seem to be constantly smothering their own interest and profit by placing such arbitrary and unreasonable discrimination upon less than carload shipments that such quantities cannot be moved except for very short distances.

For illustration the rate of freight from a Texas cannery of preserved figs, so we are told, to Chicago, is 94½ cents in carload lots, and \$2.38½ in less than carload lots. The rates apply to goods packed in glass, wooden cases, protected by inside cartons.

Very few dealers buy preserved figs in carload lots, and by such discrimination railroads force the making up of carloads by pool car shipments which are always provocative of annoyance, inconvenience and confusion.

For illustration, if the rate in less than carload lots could be placed at \$1.25 or \$1.50 per hundred pounds, dealers would ship the smaller quantities, thereby increasing the revenue to the railroads, whereas at \$2.38½ per hundred the rate is absolutely prohibitive.

Then is it not the case that hundreds of smaller dealers would buy and handle the product, whereas now the distribution is confined to a much smaller number.

The public is not so greatly interested in the reduction of the freight rates on carload lots, which are classified low, as in the distribution rates in smaller quantities.

A wholesale grocer would rather pay 60 cents per hundred freight on canned tomatoes in carload lots, provided he could obtain for his customer in the country a freight rate in small lots of 30 cents per hundred pounds, than to pay only 50 cents per hundred in carload lots and have his country customer charged 50 cents per hundred on his less than carload purchases, and the railroads would get more revenue out of the business. Why should a rate on figs in glass be 253 per cent higher in less than carload lots than in carload lots? It is practically prohibitive of business. No one profits by it.

This is just one illustration; there are thousands.

late and candy from Boston to Chicago are \$1.05 carload and \$1.38½ less carload; and on soap 63 cents carload and 73½ cents less carload, a difference of only 10½ cents, which is not enough to cover the initial terminal handling expense.

"If there ever was a scientific basis employed in the making of the earlier rate structures it has been entirely lost sight of in the various horizontal advances of the past few years. Present rates certainly do not reflect the relative costs of the services rendered.

"Some starting figures may be deduced from the railroad tonnage record of 1919. The total less than carload tonnage was only 4.6 per cent of the gross tonnage and the carload tonnage 95.4 per cent. It would seem from this that the public is vitally interested in carload rates. As less carload lot rates do not average 50 per cent higher than carload rates, the total less carload earnings could not have been over 7 per cent of the gross earnings. While the relative costs of the two freight movements are not given by any railroad records, an authoritative analysis of the subject states that at least 20 per cent of the railroads' gross operating expenses are chargeable to less carload freight handling. In other words, if the railroads were to discontinue less carload lot service entirely they could make a reduction of 13 per cent on the remaining 95 per cent of their tonnage.

"Under proper rate structures, less carload movements, particularly very short and very long hauls, would be

reduced to a minimum. With good roads it has been demonstrated that motor trucks can make store door pick up and delivery within a radius of eighty miles at less actual cost than the freight can be handled by rail. A motor truck cannot haul a barrel of oil nearly twenty miles for 57 cents. Nor can a railroad, but it does it. With long hauls a greater rate differential will force more consolidated and pool cars, loaded by the shippers and unloaded by the consignees. Where this method of handling is too troublesome there are competent public warehouses in almost every town that will receive and distribute such cars, or, better yet, act as a branch warehouse where the shipper can place his goods in straight car lots and give immediate and economical delivery to his trade.

"The warehousing industry in its present development offers the best solution of the distribution problem to both the carriers and the shipper. It enables the shippers to make carload movements of their commodities from points of production to the most strategical centers of consumption and have their goods available for instant delivery. It furnishes a facility to the carrier for reducing peak loads of distribution and performs a service that could otherwise be provided only at a prohibitive cost.

"When the railroads do a little constructive cost accounting, when their operating and soliciting departments work together, when they stop trying to furnish warehouse service and facilities without charge, when they cease han-

dling less carload shipments through their freight houses at carload rates, when freight rates are properly based with scientific relation to cost instead of by pressure from favored and selfish combinations of shippers or communities, then the public will get what it pays for and will pay for what it gets."

**M**R. LITTLE'S letter on behalf of the Illinois Association of Warehousemen reads as follows:

"If we correctly interpret the editorials that have recently appeared in your publication *Chicago Journal of Commerce* regarding the present comparative freight rates on carload and less-carload shipments, it is your intimation that the present rate structure, establishing more or less of a spread between the carload and less-carload rates, constitutes 'an impossible wall' preventing merchants from buying in retail quantities because of the high less-carload freight rates assessed on such shipments; and that 'wholesale merchants are not willing to have their trade territory restricted' in this way.

"Roy C. Griswold, in his article referred to in your editorial of March 4, quotes on good authority that the railroads of the country are now receiving on less-carload business 4½ per cent of their freight tonnage revenues. Yet over 20 per cent of their freight tonnage costs are to be allocated to less-carload business. In other words, it is manifest that to-day, with the spread complained of, the railroads are not making any net



revenue on less-carload tonnage, but would appear to be sustaining a tremendous loss. Granted that a decrease in the spread would increase less-carload movement, it is difficult to comprehend why such a result is desirable nor is it conceivable that the increased volume would lessen the loss now sustained by the carriers on less-carload business.

"What you desire, we believe, is not an increased less-carload movement on the transportation systems of the country, for the railroads cannot afford it even at the present spreads; but you would have some plan instituted whereby the man you call a retail merchant does not have to pay the alleged prohibitory less-carload rates on his merchandise, and whereby a wholesaler or a manufacturer is enabled to compete in a market somewhat distant from the town where his products are made. Suppose a manufacturer in New York City wants to sell the *Journal of Commerce* ten drums of ink. The *Journal of Commerce* will not buy this ink because it objects to paying the present less-carload rate on the ten drums from New York to Chicago. If the rate approximated more nearly the carload rate, say, the *Journal of Commerce* would buy this New York manufacturer's ink and the latter would thus be able to compete in this market.

#### Warehouse Is the Link

"Now, there is a means by which the *Journal of Commerce* can get this ink at the carload rate, and can get it much more rapidly from this New York manufacturer than by awaiting its arrival from New York. Mr. Griswold has suggested this means in his article. It is the public warehouse, a link in the scheme of modern distribution of which you apparently are not fully cognizant, inasmuch as you state in your editorial of March 4 that wholesale merchants and manufacturers 'do use public warehouses freely for storage of surplus stocks, but cannot, of course, use them as stores from which to handle ordinary business in retail quantities.'

"Surplus stocks are, of course, carried in public warehouse; but one of the fundamental purposes of a public warehouse is to carry current stocks for handling in retail quantities. And if your New York ink manufacturer is a wide-awake distributor, he will have a sales manager in Chicago who will sell you your ten drums and make you deliver the same day from stocks he carries in a local public warehouse. If he sells you the ink f.o.b. New York City, his price will include the carload, not less-carload, freight rate because he shipped the ink here in carload lots and will give you the benefit of his enterprise. He must do this in order to compete with the local ink manufacturers for your business.

#### Quick Deliveries

"The loop buildings are filled with sales representatives of out-of-town manufacturers who are competing in this market with local manufacturers. In order to enter this competition, they must have stocks in Chicago to make as quick deliveries as do their Chicago competitors. They cannot afford to assume the overhead expense incident to building or renting their own individual warehouses; and without any investment in warehousing and shipping rooms, they have placed at their disposal the storage and traffic facilities of Chicago's public

warehouses, which are able to give them much better and more varied service than if they had their own individual storage space. In these public warehouses they carry current stocks received from their respective factories throughout the country in carloads, at carload rates. From these Chicago stocks, their customers in Chicago, as well as from towns down-State and in other adjacent States, are able to have their orders filled in immeasurably less time than if the orders had to be shipped from the distant factories. If they pay f.o.b. factory for their merchandise, the maximum freight rate they pay will be the carload rate from the factory to Chicago.

#### Unrestricted Market

"With this scheme of distribution at his disposal, it is difficult to see how any wide-awake manufacturer need have his market restricted by the present spread between carload and less-carload freight rates, especially when the public warehouse charges are in the great majority of instances much less than this spread. Even in the case of the fig dealer referred to in your editorial of Feb. 23, in so large a market as Chicago it should not be necessary for him to have received from Texas a less-carload shipment. The producer could have carried a stock in a public warehouse here, sent here in a carload at a carload rate. The local dealer could have had his order filled at the warehouse the same day he bought the figs, and the price he would pay for them would include the carload rate from Texas—not even the reduced less-carload rate that you would recommend.

#### L. C. L. Costs

"Practically all nationally advertised and nationally marketed products are distributed in much this same way. Because to meet competition it is necessary to have current stocks available for prompt deliveries locally, it is quite probable that most out-of-town manufacturers would not be benefited by this proposal more nearly to equalize carload and less-carload rates. Even if they felt inclined to make use of such a development, it certainly would not be efficient. Suppose the local representative of a Baltimore soap manufacturer sold ten boxes to each of seventy Chicago customers, and that he maintained no Chicago stock, each customer to receive his ten boxes in a less-carload shipment from Baltimore. Just consider the immense amount of detail required all along the line in the handling of those seventy shipments by the manufacturer, the carrier, and the customers. The only saving that would accrue would be in the public warehouse charges, and it is quite likely that they would be exceeded by the small spread that you would be willing to allow the carrier, since all these shipments would move less-carload.

"So far as the carrier is concerned, it would have to perform seventy times the clerical, and infinitely more times the physical, labor than if these 700 boxes moved as a carload. The manufacturer would have to mark up each of the 700 boxes for the seventy shipments and make out seventy bills of lading. One would suffice for the carload, and there would be no marking. The customer would not be greatly affected, except that he would have to wait probably ten days for his shipment

to arrive, while under the public warehouse plan of distribution he could get his ten boxes the same day he ordered them. If he purchased his soap f.o.b. Baltimore he would, of course, pay the less-carload rate under the proposal to be slightly in excess of the carload rate. It is not likely, however, that in this day a soap manufacturer could compete in the Chicago market and handle his distribution in the manner above indicated.

"There are probably some comparatively few cases where the present spread needs adjusting, but the proposal to equalize more generally the carload and less-carload freight rates is impractical and needless. It is impractical because, if it resulted in the accomplishment of its avowed purpose to increase the less-carload tonnage of the railroads, already losing money on this tonnage, no good could come from causing them to assume an increased loss in this connection. It is needless because the purposes of this proposal to procure for the retail merchant a rate lower than the present less-carload rates and to assure the wholesaler and manufacturer a more widely extended market, are already being consummated by a means that is more economical and certainly more efficient than the method proposed. That means is the public warehouse."

#### SCOBEY TAKES OFFICE AS DIRECTOR OF MINT

WASHINGTON, March 20—Frank E. Scobey, president of the Scobey Fireproof Storage Co., San Antonio, to-day took office as Director of the Mint of the United States, by appointment from President Harding, for years a personal friend. He succeeds Raymond T. Baker.

After Mr. Harding was elected in the fall of 1920 he journeyed to Texas to recuperate from the labors of the political campaign and was for a time a guest of Mr. Scobey. It was subsequently reported that the job as Director of the Mint was Mr. Scobey's if he wanted it, but that he then turned it down.

Mr. Scobey now has trusteeship for a third of the world's gold supply. Gold assets of the Mint service institutions aggregate \$3,000,000,000. The world's gold supply is estimated at approximately \$9,000,000,000.

As regional director for the South of the National Furniture Warehousemen's Association, and as third vice-president of that organization, Mr. Scobey is widely known in the public storage industry.

#### Redhead Company Incorporates

CLEVELAND, March 15—The Redhead Storage Co. has been incorporated with a capital of \$100,000 to do a general storage business. Among the incorporators are Florence B. Buckwalter and W. R. Kissick.

#### Smith Heads Republic Company

ALMA, MICH., March 2—Col. Frank E. Smith has been elected president of the Republic Motor Truck Co., Inc., to succeed John N. Willys, resigned.



## For the Furniture Warehouseman

# A Form For Every Department

## IV

## Packing Report

"THE method of charging for packing," said the uniform methods committee of the American Warehousemen's Association in its report submitted at the St. Louis convention last December, "varies in different sections of the country, some charging for the time and material actually used, while others make contract prices in advance."

Illustrated this month are (1) packing report used by the Manhattan Storage & Warehouse Co., New York City; (2) packing report used by the Haugh & Keenan Storage & Transfer Co., Pittsburgh; (3) original and duplicate packing orders used by the Boyd Transfer & Storage Co., Minneapolis, and (4) the additional or returned material slip used by the Minneapolis company.

Quoting further from the report of the uniform methods committee, of which H. L. Halverson, secretary of the Boyd company, is chairman:

"In the case of charging for time and material it is

necessary to keep an accurate record of the amount used. It would also seem advisable to keep such a record in the case of contract prices, to check the return of unused material and to check up whether money was made or lost on the job.

"The packer must have a printed form on which to report the time and material used. This report should also show the amount of material sent out on the job and the amount returned unused. The time consumed should be O. K.'d by the customer, either on separate slips for that purpose or on the order itself.

"If the order is made in duplicate, the original may be filed with the storage papers or elsewhere as may be convenient. The duplicates will then be kept in a binder in numerical order for convenient reference in that way.

"It often happens that the original supply of material sent out on a job is not enough. Furthermore, the person listing the return of unused material must have some

[illegible]

PACKED 10-10-1928 H.C. 10

Commencement Date \_\_\_\_\_

# Haugh & Keenan Storage and Transfer Co. Centre & Euclid Avenues, Pittsburgh, Pa.

## PACKING REPORT

Name of Customer \_\_\_\_\_

Address \_\_\_\_\_

Shipment to \_\_\_\_\_

Contract \_\_\_\_\_

PACKERS		DATER		COST		CHARGE																																																																																																																																																																	
<div>Miscellaneous Expense</div> <table border="1"> <thead> <tr> <th>DEBIT</th> <th>MATERIAL</th> <th>CREDIT</th> <th>COST</th> <th>CHARGE</th> <th>DEBIT</th> <th>MATERIAL</th> <th>CREDIT</th> </tr> </thead> <tbody> <tr> <td></td> <td>Barels</td> <td></td> <td></td> <td></td> <td></td> <td>Bright Forward</td> <td></td> </tr> <tr> <td></td> <td>Barels</td> <td></td> <td></td> <td></td> <td></td> <td>6 Ft. Strips Ea.</td> <td></td> </tr> <tr> <td></td> <td>Barels Reused</td> <td></td> <td></td> <td></td> <td></td> <td>Matron Cases</td> <td></td> </tr> <tr> <td></td> <td>Barels Book</td> <td></td> <td></td> <td></td> <td></td> <td>Made Yards</td> <td></td> </tr> <tr> <td></td> <td>Barels Packing</td> <td></td> <td></td> <td></td> <td></td> <td>Nails 4P. Lin.</td> <td></td> </tr> <tr> <td></td> <td>Barels Plans</td> <td></td> <td></td> <td></td> <td></td> <td>Nails 8P. Lin.</td> <td></td> </tr> <tr> <td></td> <td>Barels Picture</td> <td></td> <td></td> <td></td> <td></td> <td>Packing Paper Yds</td> <td></td> </tr> <tr> <td></td> <td>Barels Viscals</td> <td></td> <td></td> <td></td> <td></td> <td>Pink Eash</td> <td></td> </tr> <tr> <td></td> <td>Barels Yards</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Hry. Qs.</td> <td></td> </tr> <tr> <td></td> <td>Exother Bales</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Sides</td> <td></td> </tr> <tr> <td></td> <td>F.M. Spraying Pk.</td> <td></td> <td></td> <td></td> <td></td> <td>Paper News Lin.</td> <td></td> </tr> <tr> <td></td> <td>Iron Hump Pk.</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Plans Con.</td> <td></td> </tr> <tr> <td></td> <td>Lardine Bk.</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Tin Ralls</td> <td></td> </tr> <tr> <td></td> <td>16 Ft. Strips Ea.</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Tissue Qs.</td> <td></td> </tr> <tr> <td></td> <td>14 Ft. Strips Ea.</td> <td></td> <td></td> <td></td> <td></td> <td>Paper Waxed Qs.</td> <td></td> </tr> <tr> <td></td> <td>12 Ft. Strips Ea.</td> <td></td> <td></td> <td></td> <td></td> <td>Poles Rag</td> <td></td> </tr> <tr> <td></td> <td>10 Ft. Strips Ea.</td> <td></td> <td></td> <td></td> <td></td> <td>Tacks Box</td> <td></td> </tr> <tr> <td></td> <td>8 Ft. Strips Ea.</td> <td></td> <td></td> <td></td> <td></td> <td>Twine Hry. Ball</td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Twine Light Ball</td> <td></td> </tr> </tbody> </table>								DEBIT	MATERIAL	CREDIT	COST	CHARGE	DEBIT	MATERIAL	CREDIT		Barels					Bright Forward			Barels					6 Ft. Strips Ea.			Barels Reused					Matron Cases			Barels Book					Made Yards			Barels Packing					Nails 4P. Lin.			Barels Plans					Nails 8P. Lin.			Barels Picture					Packing Paper Yds			Barels Viscals					Pink Eash			Barels Yards					Paper Hry. Qs.			Exother Bales					Paper Sides			F.M. Spraying Pk.					Paper News Lin.			Iron Hump Pk.					Paper Plans Con.			Lardine Bk.					Paper Tin Ralls			16 Ft. Strips Ea.					Paper Tissue Qs.			14 Ft. Strips Ea.					Paper Waxed Qs.			12 Ft. Strips Ea.					Poles Rag			10 Ft. Strips Ea.					Tacks Box			8 Ft. Strips Ea.					Twine Hry. Ball								Twine Light Ball	
DEBIT	MATERIAL	CREDIT	COST	CHARGE	DEBIT	MATERIAL	CREDIT																																																																																																																																																																
	Barels					Bright Forward																																																																																																																																																																	
	Barels					6 Ft. Strips Ea.																																																																																																																																																																	
	Barels Reused					Matron Cases																																																																																																																																																																	
	Barels Book					Made Yards																																																																																																																																																																	
	Barels Packing					Nails 4P. Lin.																																																																																																																																																																	
	Barels Plans					Nails 8P. Lin.																																																																																																																																																																	
	Barels Picture					Packing Paper Yds																																																																																																																																																																	
	Barels Viscals					Pink Eash																																																																																																																																																																	
	Barels Yards					Paper Hry. Qs.																																																																																																																																																																	
	Exother Bales					Paper Sides																																																																																																																																																																	
	F.M. Spraying Pk.					Paper News Lin.																																																																																																																																																																	
	Iron Hump Pk.					Paper Plans Con.																																																																																																																																																																	
	Lardine Bk.					Paper Tin Ralls																																																																																																																																																																	
	16 Ft. Strips Ea.					Paper Tissue Qs.																																																																																																																																																																	
	14 Ft. Strips Ea.					Paper Waxed Qs.																																																																																																																																																																	
	12 Ft. Strips Ea.					Poles Rag																																																																																																																																																																	
	10 Ft. Strips Ea.					Tacks Box																																																																																																																																																																	
	8 Ft. Strips Ea.					Twine Hry. Ball																																																																																																																																																																	
						Twine Light Ball																																																																																																																																																																	
Sub Total Carried Forward _____				Total Cost and Charge _____																																																																																																																																																																			

*Here are two types of packing reports used by household goods storage companies*

Form PT 100-100

**THE BOYD TRANSFER & STORAGE CO.**  
ADDITIONAL OR RETURNED MATERIAL SLIP

Order No. \_\_\_\_\_ 19

Name \_\_\_\_\_

Address \_\_\_\_\_

Deliver the following packing material:

Yards Burlap	Barrels
Bales Excelsior	Building Beams
Wood Wood	Picture
Pieces 8-inch Lumber	Book
4-inch	Special
Thin	Onions Tacks
Yards Packing Paper	Planks 4x6
Shoreboard Paper	4x6
Yards Maltreated Paper	Naphthalene Flakes
Paper Covers	Excelsior Pads
Bundles Newspapers	Vertical Box
Balls Heavy Twine	Box Strap
Light	

Received by \_\_\_\_\_ Packer \_\_\_\_\_

Additional or returned material slip of the Boyd Transfer & Storage Co., Minneapolis

form to write on. An additional or returned material slip, sample shown, will be found convenient for both purposes."

It should be reiterated here, as set forth in the committee's report, the committee considered it important for the household goods storage executive to have a proper printed form for use in every contingency; that was the objec-

Form PT 100-100

**THE BOYD TRANSFER & STORAGE CO.**  
MINNEAPOLIS, MINNESOTA

DUPLICATE PACKING ORDER

To be retained at OFFICE

Taken by \_\_\_\_\_ Lot No. \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Begin \_\_\_\_\_ M. \_\_\_\_\_ 19

No. of Men Wanted \_\_\_\_\_ To be Seamed?

To be Shipped to \_\_\_\_\_

Remarks \_\_\_\_\_

Report here any damage, dissatisfaction or accident.

This report of time and material used is correct:

Customer's Signature \_\_\_\_\_

Report made by \_\_\_\_\_ Packer \_\_\_\_\_

Crates cut to measure at \_\_\_\_\_ Hours

Material delivered by \_\_\_\_\_

Unused material returned \_\_\_\_\_ 19

Checked by \_\_\_\_\_

Form PT 100-100

**THE BOYD TRANSFER & STORAGE CO.**  
MINNEAPOLIS, MINNESOTA

ORIGINAL PACKING ORDER

To be filled out and returned to OFFICE

Taken by \_\_\_\_\_ Lot No. \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Begin \_\_\_\_\_ M. \_\_\_\_\_ 19

No. of Men Wanted \_\_\_\_\_ To be Seamed?

To be Shipped to \_\_\_\_\_

Remarks \_\_\_\_\_

Report here any damage, dissatisfaction or accident.

This report of time and material used is correct:

Customer's Signature \_\_\_\_\_

Report made by \_\_\_\_\_ Packer \_\_\_\_\_

INSTRUCTIONS TO PACKER:

When job is done, kindly fill in your record of time of material used in the packing and in the "RETURN" column; list the unused material which is to be returned. Collect unused material in a neat pile in a protected place. Have customer sign in the space provided above, then call up by telephone and report to the Dispatcher.

Item	Recess	Measure	Rate	Amount
Yards Burlap				
Planks Naphthalene Flakes				
Bales Excelsior				
Bales Wood Wood				
Pieces 8-inch Lumber				
Pieces 4-inch Lumber				
Pieces Thin Lumber				
Yards Packing Paper				
Shoreboard Paper				
Yards Maltreated Paper				
Shoreboard Paper				
Bundles Newspapers				
Balls Heavy Twine				
Balls Light Twine				
Barrels				
Building Beams				
Picture				
Book				
Special Boxes				
Vertical Box				
Onions Tacks				
Planks 4x6				
Planks 4x4				
Excelsior Pads				
Box Strap				

No. Floor Pads Landed \_\_\_\_\_ Delivery Charge \_\_\_\_\_

Returned \_\_\_\_\_ Total \_\_\_\_\_

Original and duplicate packing orders used by the Boyd Transfer & Storage Co., Minneapolis

**PACKERS' REPORT**  
**MILLER NORTH BROAD STORAGE CO.**  
PHILADELPHIA, 19

LOT NO. \_\_\_\_\_ NAME OF JOB \_\_\_\_\_ ADDRESS \_\_\_\_\_

SHIPPING DIRECTIONS

CONSIGN TO \_\_\_\_\_ ADDRESS \_\_\_\_\_

MARKED \_\_\_\_\_

SHIP FULL CAR LOAD \_\_\_\_\_ VIA \_\_\_\_\_ EXPRESS VALUE \_\_\_\_\_

REMARKS \_\_\_\_\_

Weight	How Packed	Packer's Name	Description of Articles

Packers' report form used by the Miller North Broad Storage Co., Philadelphia

tive rather than the preparation of what might be termed a standardized set of forms when any such set recommended perhaps would not contain forms which would "fit the complete needs of any warehouseman anywhere."

Briefly, it was the committee's desire to offer forms "necessary properly to cover the various situations which might arise in the conduct of a household goods storage business, describe and give samples of all such forms, and leave to the future all attempts to draw up some standard form of each kind to be universally used."

## V.

### Packer's Tally Sheet

UNDER this sections of the committee's reports are illustrated (1) the packer's report used by the Miller

Form PT 100-100

**THE BOYD TRANSFER & STORAGE CO.**  
PACKER'S TALLY SHEET

Lot No. \_\_\_\_\_

Name \_\_\_\_\_ Date \_\_\_\_\_ 192

To be shipped by \_\_\_\_\_ freight to \_\_\_\_\_

Packed at \_\_\_\_\_ by \_\_\_\_\_

NEW NO	NEW PACKAGE	CONTENTS
1		OLD PIECE NUMBER AND DESCRIPTION OF ARTICLES
2		
3		
4		
5		
6		
7		
8		
9		
10		

Form 98-200-0001

**THE BOYD TRANSFER & STORAGE CO.**  
PACKER'S TALLY SHEET

Lot No. \_\_\_\_\_

Name \_\_\_\_\_ Date \_\_\_\_\_ 192

To be shipped by \_\_\_\_\_ freight to \_\_\_\_\_

Packed at \_\_\_\_\_ by \_\_\_\_\_

NEW NO	NEW PACKAGE	MATERIAL USED	CONTENTS
		BR/LP 4x4 4x6 4x8 4x10 4x12 4x14 4x16 4x18 4x20 4x22 4x24 4x26 4x28 4x30 4x32 4x34 4x36 4x38 4x40 4x42 4x44 4x46 4x48 4x50 4x52 4x54 4x56 4x58 4x60 4x62 4x64 4x66 4x68 4x70 4x72 4x74 4x76 4x78 4x80 4x82 4x84 4x86 4x88 4x90 4x92 4x94 4x96 4x98 4x100	OLD PIECE NUMBER AND DESCRIPTION OF ARTICLES
1			
2			
3			

Two forms of the packers' tally sheet used by the Boyd Transfer & Storage Co., Minneapolis

warehouse, they are usually listed as received in their unpacked condition. When the packing is done and pieces combined in one package, it is necessary to re-list the goods to show the disposition of each article previously listed. The goods are usually listed on the warehouse receipt in their unpacked condition, but on the bill of lading when shipped they are listed as packed. Unless a record is kept of the disposition of each article, the warehouseman cannot trace

for the customer.

"The tally sheet used at the warehouse may be slightly different than that used at a residence in that a memorandum of material used may be made on it also. The material is usually taken out of stock and must be counted as used, or no other count is possible. When several men are working on one lot, each records the material used on each piece and the foreman then reports from these memoranda the total material to be

charged for."

The introduction to the committee's report, together with the first form, the moving order, was published in the January issue of *Distribution & Warehousing*. The memorandum packing order was illustrated and described in the February issue, and the moving order in the March issue. The proposal blank situation will be covered in the sixth section, to appear in the May issue.

## Egyptian Architecture Beautifies General Office of New Chicago Warehouse

THE Egyptian architecture of the warehouse being constructed for W. C. Reebie & Brother, Chicago warehousemen, as illustrated in the December, 1921, issue of *Distribution & Warehousing*, has attracted widespread attention in the storage industry, and illustrated this month is an interior view of the building's general offices, which also are of Egyptian style.

The walls and ceiling are of Caen stone with bas-relief frieze above the cornice, showing ancient methods of transportation, highly colored as was typical of that period. Concealed flood lights are arranged in the cornice for lighting this room, and additional lights are provided for each desk.

A system of ventilation has been arranged whereby fresh air is taken from the outside through screened ducts, warmed to the proper temperature and diffused into the room through concealed registers. This arrangement dispenses the need of opening windows for ventilation, insuring clean tempered fresh air and the elimination of street noises and dust.

The counter and desk arrangement is similar to the officers' desks in a bank; that is, the desks are at right angles to and adjacent to the counter, the floor behind the counter being raised.

There is a system of inter-communicating house 'phones and also desk 'phones at each office desk. Five Chicago telephone company trunk lines are connected through a switchboard to the different office desks and also to each story of the building.

The floors, base and counter tops are of marble. The furniture is representative of the Egyptian period.

The traffic manager's desk is arranged at the end of the counter, so that he is convenient to the customers and also the drivers without leaving his desk, the window leading to the drivers' room being directly behind him.

A large burglar-proof, reinforced con-

crete silver vault is located at the rear of the office, with a massive steel door opening into the office.

Windows with art glass panels open from the office onto a large piano storage room. The exterior windows are protected by wrought iron guards arranged on the inside.

The lotus leaf is used as a motif for the design of the art glass of the piano room windows and also of the exterior window guards of the general offices.

The design was prepared by George S. Kingsley, Chicago warehouse architect, under whose direction the warehouse is being built.

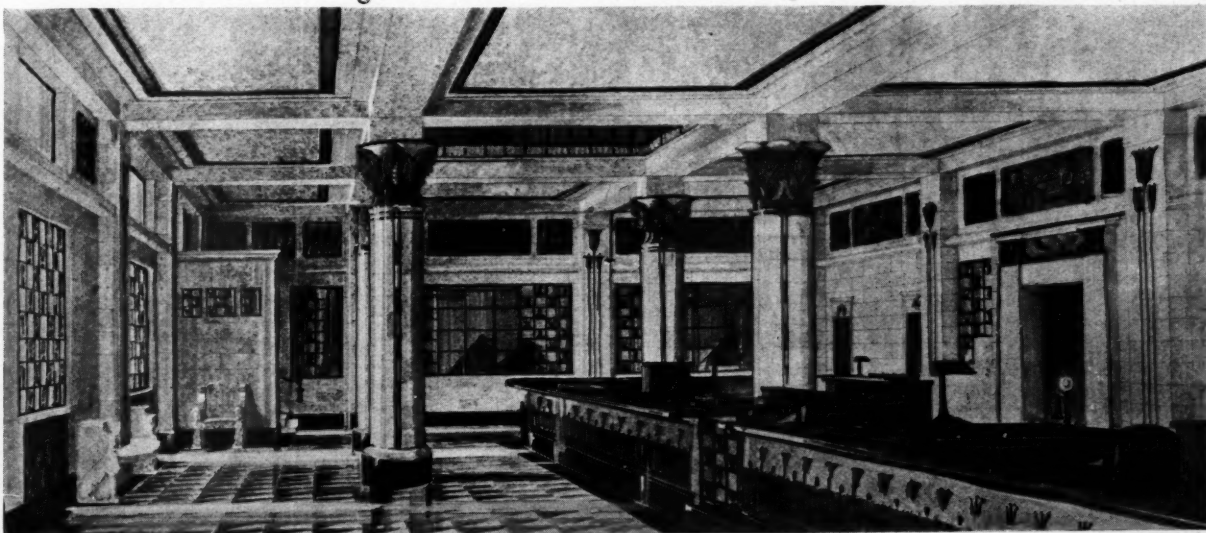
### N. Y. Canal May Open April 15

ALBANY, N. Y., March 20—Charles L. Cadle, State Superintendent of Public Works, expects to have the State barge canal system open for navigation by April 15 this year, two weeks earlier than the best previous record. Mr. Cadle made this known to-day when he announced that preparations for the opening of the system are progressing rapidly.

Ice in Oneida Lake and in certain sec-

tions of the canal where the current is not strong enough to carry it off blocks immediate opening. The canal system was opened April 30 a year ago, which established a new early record.

Superintendent Cadle predicted to-day the canal would enjoy the most prosperous season in years. A total of 1,500,000 tons of freight was shipped through the canals last year, and Mr. Cadle believes, in view of improved conditions, that at least 2,000,000 tons will be transported by the water route this year.



Showing Egyptian architecture of office of new warehouse of W. C. Reebie & Brother, Chicago



# DOWN TO BRASS TAX

By H. I. Jacobson

Questions regarding warehouse accounting or taxes will be answered, without obligation, by Mr. Jacobson, who is president of H. I. Jacobson & Co., Certified Public Accountants. Mr. Jacobson is Manager of the Port of New York Warehousemen's Bureau of Information and is identified with the Central Bureau activities of the American Warehousemen's Association

## Profit and Laws

SINCE the earliest days of civilization man has engaged in commerce first, last and always for profits, and secondly, in the evasion of taxation. And just as taxation will be with us as long as we live, so taxation has been with man as long as he has lived. And if you think that the present taxes are a nuisance let me whisper in your ear that the ten plagues of Pharaoh were a blessing compared to the taxes in those days. In those days a tax bill was a tax bill. You weren't asked to make it up, nor yet had a say in it. Some bright morning a teamster with a load of clay tablets would drive up to your door, and roll out a piece. On it he wrote a few figures. When the clay became dry and hard enough you had your tax bill, and it was always headed by that famous African slogan, "Read 'em an' weep."

Note: (Title reserved for future article). But since this is not an article on taxation we must hie us hence.

And ever since man did engage in commerce the question arose, "What is profit?" If you charge a patron 20c a sq. ft. for space that cost you .0937896, is the balance profit? Or if you deliver a load of goods for \$20 on your truck and you don't have to pay for gasoline or wages that day, is the \$20 profit? Or is your bank balance at the end of the year profit? The first source of information in our attempt to find out what profit is, is the dictionary. (People in general don't appreciate the ordinary dictionary. Some think it's a handy thing to fire at the book agents, others use it as a chair heightener, but it is useful. You can get almost any kind of information out of it; personally I don't swear, but I know all the words.) According to Mr. Noah Webster (no relation to Dapper Daniel) profit is "any advantage, benefit or gain." This is too general. Further, "the gain resulting to the owner of capital from its employment in any undertaking." You tell me one of the seven million stories of people who made money without owning any capital. Space won't permit me. Then we come to a further definition: "what remains after all the expenses are paid." Here is where Noah, who could not foresee as clearly as his famous ancestor, pulled a bone. Who would ever think of calling profit what is left over all expenses are paid? We usually call it a deficit. At the end I find: "to be made

better or wiser," and I think I am getting close to the definition, but find I am at its end. That's all there is, there isn't anymore, which leaves us where we started. And about this time my readers must be becoming weary, so, as a clever

tor in disguise. The proprietor sees his assistant waiter eating the bananas and his Irish blood boils.

Proprietor: "What do you mean by eating up all my profits?"

Ass't. Waiter: "Since when is bananas profits?"

And there you are.

Now if this condition were to exist in England it would be settled very easily. Sir Tiddledle-What would take his pen in hand and write a letter to the editor of the *Times*, announcing that: "There ought to be a law," and the next day Parliament would establish what profits were. But we here in the United States are such vacillating things that we have as many laws as cases are tried in which profits are established. In fact it has been defined by the Courts in so many ways that an accountant can usually find a ruling to give him the authority for any opinion he offers, which puts him in a class by himself—even beyond that of statistician. The reason for this is usually that the judge rendering the opinion is a lawyer and knows very little about accounts or accounting. But a little knowledge is a dangerous thing, particularly in lawyers, who are not judged by their assets but by their liabilities. (With apologies to our friend "From the Legal Viewpoint.")

From an accountant's viewpoint net profit is important and to him it means the surplus remaining from the earnings after all costs, expenses and reserves for accrued and probable losses are provided for. There are many ways of ascertaining net profit, but they fall into two great classes. The single entry method is to take the difference between the surplus of assets over liabilities at the beginning of the year and the surplus as derived at the end of the year or period. The double entry method establishes the details of profit in a profit and loss account, and proves it by supplementing a balance sheet.

And now that I have led my readers through all this mystery. I am going to let them into a secret. The purpose of this article is not to find out what profit is, but after you get it, what to do with it.

The simplest case is that of the single proprietorship. He is truly monarch of all he surveys. As soon as his profits are established he can do as he pleases, and we generally find that he pleases. But

## TAX QUESTIONS

Q. *I own all the capital stock of — Whse Co. In 1919 the company overpaid its income taxes, and a claim for a refund is pending. Can I take credit in my personal income tax payments for the refund?*

A. The department has held that in a case like this the individual and the corporation are two separate entities, and their tax matters may not be combined in this way.

Q. *I am president of our City Prohibition League. Are contributions to the League deductible? Does the League have to pay taxes?*

A. Har! Har!! Har!!! Wow! The League pays taxes. The contributions are not deductible. Har! Har!

Q. *Can I deduct as an expense that part of my home rent which represents taxes that my landlord paid and which I am really refunding to him?*

A. Nope. You'd better turn landlord. You may not deduct taxes paid by others, and that also includes taxes on automobiles, candy, furs, jewelry, musical instruments, stationery and excise taxes in general.

author, and also to give the cartoonist an idea for his picture, I tell a story. The scene is in a restaurant on the lower east side, where one can get a cup of coffee for three cents and a slab of pie for four—six cents if you order both at one time. As the curtain rises we discover the assistant waiter slowly eating a banana meant for the fruit salad. Enter the head waiter, who is the proprie-

of late Uncle Sam has stepped in and has declared himself a preferred partner, desiring a share of the profits, but not sharing in the losses. So that truly there is no single ownership any more.

When we come to partnership profits we come to fights. Potash says that we ought to leave the profits in the business so we can show a better statement to our creditors. Perlmutter, however, says let the creditors worry. I need a new car to match my new house in Arverne, and, since the law says nothing on the division of profits, we leave them while we go to Samet for some Rinderbraten and Kartoffel Pirogen.

When we come to corporations we have a mass of laws and directions, which were built up as the needs arose.

Way back, in the days of my nonage, an enterprising young man from my home town, Brooklyn, by the name of Miller, advertised the fact that he was intimately connected with the great guns in Wall Street and received information as to which way certain stocks would go. He further stated that any one who would invest with him would receive a 10 per cent dividend each week. Now in those days such tricks were new so people all over the United States began to send in money, some sending in all their savings. And sure enough every week, like clock work, the 10 per cent dividend was received. Money came in much faster and in greater volume and the enterprising young man was known as "520 per cent Miller." Then one day dividends stopped and the Federal authorities announced that Miller was paying dividends out of capital received, and thus leading new investors to believe he could earn the agreed dividend. And since he used the mail for his scheme he was sentenced to prison for using the mail for fraudulent purposes.

But suppose he didn't use the mail, as our Bostonian friend Ponzi did. Then what? Well, under the New York State Corporation Law "The directors of a stock corporation shall not make dividends, except from the surplus arising from the business of such corporation. In case of any violation of this provision the directors declaring such a dividend are liable to the corporation and the creditors thereof to the full amount divided, withdrawn or paid out."

Now I find that in many instances warehousemen in order to show a "profit" for the year, appreciate, or raise, the value of their buildings or increase the value of the goodwill account. Without going into the motive, I wish to point out the fallacy of these methods. In the case of raising the value of the buildings you are anticipating a profit that may be made when the buildings will be sold. But in the case of a corporation with a perpetual life, it may reasonably happen that the building will never be sold, but be torn down because of inefficiency, and we find that our amount of annual depreciation was higher than calculated, and that our net profits for any period were lower than stated. In raising the value of goodwill, we are dealing with an intangible asset that may have feet of clay. For what is good today may be bad tomorrow—true of

many things besides eggs. Goodwill should be valued only where it is actually paid for or sold, or semi-occasionally when expenses as for advertising or patents are capitalized.

Now the reason the above is done, is that the layman believes that the corporation must show a profit in order to have a dividend declared for the year.

However, the withholding of dividends can be carried to an extreme. Some stockholders purchase stock expecting to receive all the dividends possible, and were the directors to withhold dividends the stockholder may sell his stock at a loss. The law provides that in the case where a corporation has sufficient cash to pay its debts, then the balance may be



Drawn by Leo Joseph Roche

Whatever the dictionary may say of "profit," to the cost expert net profit means "the surplus remaining from the earnings after all costs, expenses and reserves for accrued and profitable losses are provided for"

There is as little necessity for this as that all profits must be declared as dividends. The conservative method of building up a corporation is to declare as dividends only a part of the net profits, leaving the balance in a surplus account for the lean years. Directors should not try to declare large dividends one year and small or no dividends the next—stockholders forget the large dividends but remember the small ones when they vote for a new board of directors.

used to pay dividends that can be declared out of the surplus account.

The law further permits that although a deficit may occur in any year a dividend may be declared provided that there is a surplus from operations in prior years. A certain well known traction company is one of this kind, and it even went out to borrow cash in order to pay this dividend.

A discussion of profits nowadays may seem malapropos; but cheer up—better days are coming.

NEXT MONTH: An Article on

## State Regulation of Motor Trucks

*A Detailed Survey of Legislation Now in Force.  
A Critical Analysis of the Character of State Control.*

**Every Truck Owner Will Be Interested  
in This Survey**



# Keeping the Truck Busy

*Intelligent Personnel, Proper Maintenance and Proper Management Are Factors in Efficient Transfer of the Shipper's Goods*

THE warehouseman's transfer business should keep pace with the business standards of the American industrial leaders. Any letdown in efficiency and businesslike procedure brings with it a lack of confidence on the part of the shipper utilizing the transfermen's service and equipment.

Shippers are using at this time three classes of trucking service: (1) owner-drivers and operators of a few trucks; (2) organized trucking companies poorly managed and of questionable responsibility; (3) well organized transfer companies with an intelligent personnel and equipped with adequate maintenance facilities.

In order to become a better stabilized factor in business the truck transfer industry must be given more serious thought and must be considered by the user as a business proposition that is on a par with his own. This can be brought about only by elevating commercial transferring to a high plane of dependability and integrity.

Methods of getting business as well as giving service

are two important factors which enter into the problem of keeping trucks profitably active. Haulage rates, for instance, should be based on what has been found to be economical and not cut to meet competitors' figures. Nine times out of ten, although lowering a rate may get the business, the transferman will be operating on a less-than-cost basis. This is an unhealthy condition and is detrimental to the hauling business generally.

Efficient cost accounting and a knowledge of the transfer needs of every customer are keystone foundations of a successful trucking business. Without these, the transferman is struggling in a morass of ignorance and inefficiency. This means poor service, and poor service leads to loss of customers.

Competent drivers, first class maintenance and intelligent management are factors which govern the transferman's proper service. These are three objectives of the Motor Haulage Co., operating the largest standardized fleet of heavy-duty trucks in New York City.

IN the early days of commercial hauling, and for that matter even up to the present time, trucks have been kept busy at a sacrifice of economy. Large deficits at the end of the year awakened many to the necessity of pursuing their business on a more economical basis.

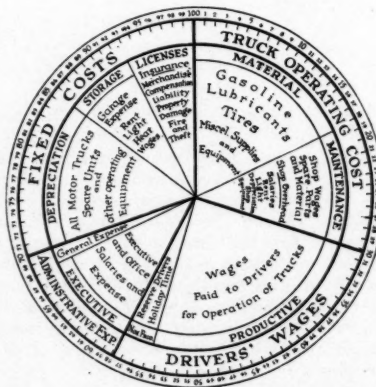
The second hand truck market has been responsible for the entrance of many into the commercial hauling field. Low prices and an uncrowded field have been attractive inducements to enter this line of work. It is true that some of these men have stayed in business. They have done so, not because of the number of jobs or contracts they have taken on, but because they have rendered a service that has induced customers to repeat their orders.

There are also those who have entered the transfer business simply to get all they can while "the getting's good." They keep in business just so long as the trucks stand up. Their full intention is to spend as little as possible for repairs and to carry on a "pirate" or cut-throat business with shippers in the hope that they can accumulate enough business to pay a profit.

Quite often the trucks operated by these men are in such a state of unrepair that it is impossible for the shipper to get proper service. Breakdowns occur during important shipments and the general result is that the shipper is forced to look elsewhere for more competent hauling.

Where, then, does he turn for better transportation? He has naturally learned a lesson as to the value of cheap haulage, and it is not to be expected

Dividing the Truck Dollar



How the Motor Haulage Co. of New York spends its dollar. This chart, drawn up by the company, shows the percentage relationship of the various items of cost in running the business

that he will be induced to consider another concern which lacks the necessary haulage qualifications.

He is going to make sure that future shipments will be taken care of by more responsible haulers. He has taken a different attitude toward commercial haulage, realizing that the most important thing for him to consider is service and not rates. The latter, however, enter largely into the human equation

and are considered on the merits of the service given.

Most shippers have had experience with incompetent haulers, and as a result they are showing more willingness to place confidence in concerns that have established reliability. Furthermore, reliable transfer concerns are being considered by shippers as business propositions somewhat parallel with their own. Accordingly, prospective users of haulage service are more receptive to solicitors when the latter go into the details of costs, etc.

Getting business in the commercial transfer field should, therefore, be based entirely on personal solicitation and a study of the prospect's needs. Snap judgment cannot be used.

The Motor Haulage Co. has found in most instances that transfer jobs are seldom alike when haulage conditions are considered. Platform facilities, for instance, are important factors. Two concerns may be shipping the same kind and quality of product, yet their platform facilities may differ to such an extent as to make it impossible for one to get its products off the platform as quickly as the other. It is, therefore, manifest that the trucks will be doing more work at one plant than at the other. And if the contract is on a tonnage or package basis, the same rates cannot apply in both cases.

Further study must be made of the questions of mileage, number of stops to be made per trip, etc. With an accurate cost system, these results will give an accurate final estimate. According to the methods adopted by the Motor Haul-



age Co., these all take into consideration the three factors that should govern every job, namely:

### Three Factors

Element of time—(governs driver's pay)

Element of distance—(governs operating cost)

Element of fixed cost—(governs depreciation, storage, etc.)

Therefore, in considering estimates for a job, the solicitor will figure on the following basis:

Driver's cost—(days worked)

Operating cost—(total miles traveled)

Fixed charge—(days available)

After determining the number of trucks it will be necessary to use, the solicitor is then ready to quote rates.

If the job is of such a size as to demand the operation of a large number of trucks on a long time basis, the most economic way of handling the work is on a 2 or 3-year contract. It all depends upon how much money has been involved in the job. For example, if a transferman has been forced to purchase fifteen extra trucks to handle a certain job, he must be guaranteed an income from these vehicles for more than one year. Otherwise his investment may prove a loss, due to the fact that at the termination of a one-year contract he will have these vehicles on his hands with little possibility of keeping them all busy.

If the job involves no extra investment in truck equipment, the transferman can then safely work on a shorter contract basis. And, providing he has given proper service during the term of his contract, he is, in a majority of cases, assured of a renewal.

What, then, is proper service? In the words of a Motor Haulage Co. representative, it is "fitting the trucks to the user's needs, not his needs to the trucks." In other words it is fully appreciated that every business has its own haulage problems, not infrequently involving many perplexing factors.

The dominating plan of the Motor

Haulage Co.'s organization is always to fit itself to tackle any transportation problem which may face a customer.

For example, this company begins by putting two drivers on each truck assigned to a given customer, at no extra charge to the customer. This is done simply because the company wants to make sure that it will always have available an ample supply of drivers thoroughly familiar with the requirements of the customers' traffic. Later on other men are broken in, so that for every truck a customer may need there will be several men on the Motor Haulage force who can drive the truck with a full understanding of their errand, the traffic conditions to be encountered, the shortest routes to take, the best sequence of delivery, the conditions at the loading platform, the demands of those who receive the goods, etc.

### Training the Drivers

The drivers are trained to render prompt and efficient service and to render it with courtesy. They are trained also to observe and report faithfully to the Motor Haulage Co. every incident or condition affecting the customer's traffic problem.

One man in the organization personally studies the customer's runs and all the other details entering into the handling of his goods. Under his supervision, measurements are made of the boxes, crates, bales or whatever other units of shipment the customer uses, and the most economical method of loading and unloading them is determined.

Under him, too, a study is made of conditions affecting the receipt of goods at the loading platform. This study is always made with the consent and co-operation of the customer. The receipt of the goods at their destination is considered also, with a view to those economies which, experience has taught the company, make a big difference in the haulage bill.

Statistical records, carefully kept, give the number of trucks employed and the

time consumed in meeting every customer's requirements. These records enable the company to check the performance of the drivers on similar and different runs, the influence of weather and traffic conditions on these runs, time consumed in loading and unloading as well as in transit, etc. Invaluable comparisons are thus afforded by which the hauler is enabled to fix performance standards for each particular task.

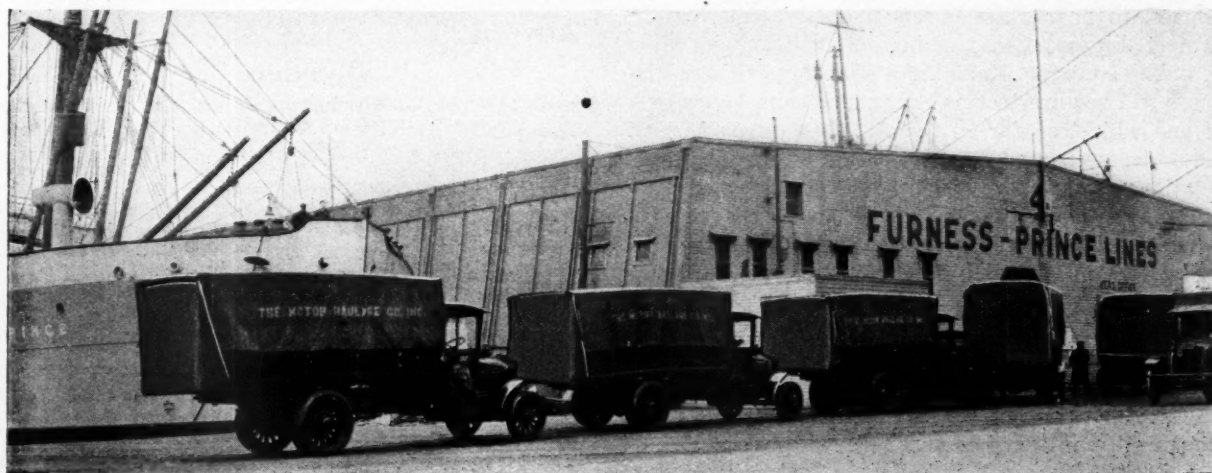
Another form of service to the customer is the provision of adequate insurance. The Motor Haulage Co. carries every form of insurance devised for the protection of its customers and itself; assumes full responsibility for all accidents resulting in personal injuries, or loss of or damage to property; and through its brokers handles all proceedings direct. The customer is never bothered with lawsuits, the demands of claimants, etc.

Due to the fact that it has such extensive maintenance facilities, the company operates its own body-building department. Thus it can adapt bodies to rapid handling of different types of merchandise. Like the units of the trucks, these bodies are interchangeable—a prime factor in body maintenance.

No truck is ever laid off to await the repair of its body; another body is substituted and the truck continues in operation.

Trucks that are reliable in service are the biggest factor in getting business and keeping it. Shippers in general are prone to judge the merits of a haulage company's service by the condition of its trucks. A hauler who keeps his trucks in first class condition is offering a customer something that he cannot afford to ignore.

First class maintenance is therefore an important consideration. This involves thorough inspection as well as adequate repairship facilities. Periodical inspection detects and remedies minor defects, reduces maintenance costs and insures perfect mechanical condition of the equipment at all times.



Part of the chain of modern transportation. Fleet of Motor Haulage Co. trucks moving forward in line to collect freight at the docks in New York City. So smoothly have trucks taken over their place in the transportation chain, that few who are not directly interested in transportation yet realize the big and important part played by trucks

# EDITOR'S PAGE

## Trade Relations

“ANOTHER step forward to ease the troubles of the storers” is the reaction of a member of the Shippers' Warehousing and Distributing Association toward the step taken by the directors of the American Warehousemen's Association authorizing W. W. Morse, president of the A. W. A., to appoint a committee on trade relations.

The trade relations unit has been created, with S. M. Woodson, a Kansas City warehouseman, at its head, and several members of the shippers' association have cases to present for its consideration.

Thus there has been established what is equivalent to a warehousing Court of Appeals. Complaints, from shippers and other business interests, of unfair practices on the part of members of the A. W. A. will be taken under advisement by this “Court.” Meanwhile Mr. Morse has suggested that the Shippers' Warehousing and Distributing Association designate a committee to work with the committee comprising the “Court,” and that suggestion is to be followed. The American Specialty Manufacturers Association, made up largely of manufacturing companies which distribute through warehouses, already has its trade relations committee.

The future will show that handling shippers' complaints will be a small part of the activities of the A. W. A.'s trade relations body. For example, there is a movement on foot at this time, begun by a national association of manufacturers who use warehouses, to have warehousemen bond themselves to protect shippers' goods against loss and damage while in public storage. Handling a situation of this character will require tact and judgment, and logically it is one which, so far as the A. W. A. is concerned, would be taken under consideration by its new trade relations committee. It is conceivable that such subjects as standardization of forms, dealings with bankers, with railroads, with the freight claim agents, will from time to time be brought in some manner to the advisory attention of the trade relations committee.

In other words this is one of the most important committees which the A. W. A. has. Its potential value cannot be over-emphasized. On behalf of warehousing it can serve as an agency of service and as a builder of good will in relations with other industries. Working in conjunction with other committees, such as those on public relations, railroads and steam-

ships, receipts, legislation, banks, etc., the public relations committee will find itself closely allied with the association's directors, to which its findings and recommendations will be submitted.

Mr. Woodson and his associates, Mr. Douglas and Mr. Weaver, have an important job cut out for them. It will be within their power to accomplish much for warehousing in cementing ties of friendship and understanding between storer and storage executive, and the results of their work should make their industry more widely appreciated in all lines of American business.

## A Tribute

A VACUUM has entered our editorial existence. Its appearance was occasioned by the departure of Bill Leet from *Distribution & Warehousing*.

The public storage industry was a friend to Willis D. Leet, who in turn was one of the industry's good friends and supporters. “Was” is twice wrongly used in the right places. Bill “is.”

And he will continue to be. He has not quit warehousing but will be identified with it in a new way—selling warehouse service to shippers. The many true friends he has made wish him well. As for his enemies—who has ever heard that Bill Leet made an enemy?

As a business representative of this publication, Willis D. Leet was something more than a seller of advertising space. His knowledge of the industry and his “nose for news” made his presense in the field invaluable to the editorial staff.

We're going to miss Leet more ways than one—but mostly it's a *personal* loss.

## Reactions

Senator Crow of Pennsylvania has been put on the Naval Affairs Committee. Naturally the farm bloc would not want anyone with that name on the Agricultural Committee.

A man in New Jersey has married his mother-in-law. The Washington conference has not failed.

That Chicago doctor who urges laughter with meals probably used to live in a boarding house.

The Paris philosopher who says that “people who do nothing have a gift for keeping everyone else busy” must have been reading about the Bergdoll case.

Cuba is borrowing \$5,000,000 in the United States. That should pay for enough tonnage to carry north enough hooch to be sold for enough money to repay the \$5,000,000 and leave a fair profit besides.



# TWO

## A Bit Here

Vol. II. No. 10



# BITS

## A Bit There

Gotham, April, 1922

### Unique News from a Pulsing Industry—Our Correspondents Never Nap

Sid Smith, the Chicago storager, was to Gotham business-bent last mo. & Feb. & feted & was feted by Ye Ed. Sid is a hearty eater, our comment is.

J. C. Milner inaugurated his prexyship of the Montana assoc'n with a grand drawing for a prize porker. This paper is a leader on social activities.

In response to several inquiries we admit we never went to college. We attended a co-educational high school, but the presence of girls flustered us when we tried to recite & finally a despairing Principal wrote our Dad intimating we were deficient as to brain power. At an early age we entered newspaper work & startled the Gotham public with our literary brilliance, which has finally culminated in the world's foremost publication, *Two Bits*, an internationally known journal for which subscription rates are on file at this office.—*Advt.*

A certain storager owes *Two Bits* \$19.50 in advt. bills. We are willing to turn the paper over to him & call it square.

D. L. Tilly of the Gotham Dock Co. & Phil Gerhardt of the Bush Terminal Co. have retired into seclusion. They have been elected vice-prexies of their respectful co's.

Howard A. PruYne—Comp. Room: Capitalize the Y, as Howard is fussy, so many people leave the letter out entirely—mgr. of the Warner Whse. Co. of South Bend, addresses a letter to Ye Ed. in "Gotham (Across the river from Jersey)." This does not throw any light on where Gotham is located, Howard, but fortunately postal authorities everywhere know about *Two Bits* on a/c we get so much mail & your letter was delivered O.K., tho for all there was in it you wasted a 2-ct stamp.

J. Fireproof Keenan, the Pittsburgh storager, was a celebrant of birthday honors on March 4. Ye Ed. sent J. F. a telegram, to wit: "First sixty-one years are the hardest stop after that they get harder stop congratulations"

Bill Leet has returned from the West, bringing with him a newspaper clipping showing that Charley Morris, the Gotham storager, & J. Fireproof Keenan, the 61-yr-old Pittsburgh storager, was kidnapped at the Denver RR station by local storagers while enroute from Calif.,

rushed thru Denver's business section in the fire chief's auto & then receptioned.

Bill Leet reports as how Geo. Kindermann, the Gotham storager, was 41 yrs old while in Colorado Springs on Feb. 18 while enroute from Calif. & was gifted by Louie Schram, Bill & Fred Hahn & Johnny Oches, the Gotham storagers, with a silver & gold Elks' cardcase, the presentation oration being uttered by Billy Smith, the Cincinnati storager.

Bill Leet reports as how Billy Smith, the Cincinnati storager, was considerably banged up while at sea off the Calif. coast & spent 2 wks in a Los Angeles hospital but is OK now.

Bill Leet reports as how Geo. Turner, the Denver storager, is building a country home patterned after a miniature town, with bungalow, garage, grocery store, etc., etc., the latter bldgs being used for animals, 36 skunks already having been captivated and semi-tamed.

Bill Leet has been touring the Republic in search of news items for *Two Bits*. He got 4 good ones, as per foregoing, but we canned the others, either for this reason or that.

Rcvd, by mail, 1 pencil, donated by Erie Whse Co. of Erie, Pa. Our thanks, & we could use a pencil-sharpener to go with it.

The customary monthly batch of blotters has arrived from the Students Trnsf & Stge Co. of Berkeley, Cal. *Two Bits* has not purchased any blotters for 2 yrs, thanks to M. B. & J. R. Driver of the Students co.

Chas. Moores, the Chicago whse architect, was to Gotham of late on business, only to learn it was a false report that *Two Bits* contemplates a new office structure. Chas. threatens to send us an expense a/c & mail it to us postage due.

Bill Ford, the Dallas whse prexy, has recovered, or is on the road theretoward, from a rumored serious spell of illness. In fact he would be entirely o.k. except he is worrying about the Dr.'s bill.

Jas. Perkins, the Albany whse prexy, was a luncheon orator at a recent Chamber of Commerce meeting in his city last mo., or so an Albany paper said anyhow, but you can't believe all you read in the newspapers. If we are mis-

taken, Jas., wire us & we will try to eliminate this item before we go to press.

Geo. Magruder, the Baltimore storage assoc'n prexy, was a recent caller at *Two Bits*'s Gotham office. Geo. has got a lot of safety deposit vaults to sell if anybody wants them, say about 400. They are all empty so far as we know, if any revenooers are interested.

Paul MacKie, the Chicago sugar shipper, was to Gotham business-bent last mo. & was Ye Ed.'s guest at a somewhat inferior cafe.

Wash'ton, the nat'l capital, was a gathering place for certain storagers last mo., incl. Alt Greeley of Cleveland, Frank Horne of Gotham, J. R. Shoemaker of Elmira, Love Crutcher of Kansas City & Gard Poole of Boston. Business was the reason, so far as we have ascertained.

*Two Bits* is getting famous the world over. We quote the following from the Buenos Aires, Argentina, *Herald*, of Feb. 16: "Warehousing seems a dry enough sort of game, but judging by the paper devoted to its interests in the States, they manage to extract more than sand from sugar. I cull—in the words of an esteemed contempt—the following gem from *Two Bits*:" & then follows a scintillating item which appeared in *Two Bits* some mos. back.

M. W. Fay, prexy of the Ft. Wayne Stge Co. of Ft. Wayne, Ind., was a caller at *Two Bits*'s Gotham office last mo. We note that M. W. was not clad with his red tie, which is O.K. in Ft. Wayne & at conventions, but unconventional in Gotham.

Charley Webb, the Springfield, Mass., storager, has gifted us with another loose leaf memorandum pad with his co.'s name, the Bay State, plastered all over the cover. We fired the cover in the wastebasket, Charley, but thanks for the rest of it.

Whether any indictments will be handed down we cannot say, but we will admit that the district attorney's office is after DISTRIBUTION AND WAREHOUSING. One has only to examine the latest Gotham telephone directory to confirm that statement.

Cleveland, a well-known Ohio municipality, is *Two Bits*'s choice for the Dec. convention of the A.W.A.

*Mr. Furniture Warehouseman:*

# HOW DO THEY LEARN YOUR COMPANY'S NAME?

*The Twentieth Century of Philadelphia Finds  
Out by Checking Up the Various Ways in  
Which It Is Made Known to Prospects*

By K. H. LANSING

**A**T the recent annual meeting of the Pennsylvania Furniture Warehousemen's Association in Philadelphia the question arose as to how the names of the members' companies become best known to the public and whether the different concerns had any method of keeping tab on the most effective means of such publicity. A representative of the Twentieth Century Storage Warehouse Co. alluded briefly at that time to the method which that company has of finding out from customers

where or how they first learned of that company's name.

A description of this method, which has proved so effective that it has been possible to trace not less than 90 per cent of the reasons for customers' calls, is herewith presented.

Interrogation along this line has been made a duty of the estimator, who carries copies of a special form in which to make out his report. This form is used in conjunction with what is called the "Advertising Data Book."

**T**HE estimator's report of the Twentieth Century Company was illustrated and described in the February, 1921, issue of *DISTRIBUTION AND WAREHOUSING*. However, the entries relating directly to checking up sources of inquiry will be repeated. Under the headings, "Date of Inquiry," "Source of Inquiry" and "Final," the latter indicating the basic reason for the call, or notification, the proper entries are made which furnish the clues to the origin of and reason for the call on the part of the prospect.

Under the heading "Final," for instance, might appear an entry showing that the prospect was first attracted by the company's large building, thinking, naturally enough, that it would be a good place in which to store goods. This entry, when consulted in the office upon the return of the estimator from his follow-up call, would clearly indicate the medium that prompted the call.

The company is keeping tab on some twenty-five different advertising mediums, and the method of using the "Advertising Data Book" is as follows:

The principal mediums which, it has been found, prompt inquiries are (1) the company's imposing seven-story building, with annex, at 3120-3130 Market street, opposite the West Philadelphia station of the Pennsylvania Railroad and in the heart of the expressing district; (2) the company's large fleet of Pierce-Arrow padded moving vans; (3) a full-page advertisement in the Philadelphia telephone directory, showing a cut of the building; (4) street railway card advertising on some fifteen lines; (5) special cards and letters, most of them printed, issued to a select list of prospects and customers,

to renew old business relations and obtain new ones; (6) local newspaper advertisements; (7) advertisements in local trade journals; (8) friends of the company's officers; (9) influence of the directors and stockholders; (10) the gen-

---

## "ADVERTISING DATA"

**A**BOOK with thirty-six columns across two facing pages is kept up to date by the Twentieth Century Warehouse Co. of Philadelphia. It is called an "advertising data book." By means of it the company learns what type of local publicity gets results which spell profits.

Here is a business-getting job for your estimator, Mr. Household Goods Man. Read Mr. Lansing's story.

---

eral reputation of the company's service, and (11) "miscellaneous sources." There are, also, inquiries arising from time to time, of which it is impossible to keep a record, or to trace directly, such as in the case of vague answers to the estimator's query as to the circumstances whereunder the customer first learned of the company.

Constant checking has proved that the company's big building, towering over structures in its immediate vicinity, is the medium which prompts the greatest number of inquiries. Newspaper advertis-

ing, though liberal as to display and classified, is more or less sporadic. Included under "miscellaneous sources" are such mediums as small local journals of various kinds, theater programs and the like. The vans are handsome, and because of their size and the prominence of the lettering on them, have held their place as important sources of inquiry.

It will be noted that in the list of "sources of inquiry" are entries not usually considered out-and-out publicity mediums, such, for instance, as "friends of the company's officers" and "directors' and stockholders' influence."

It is argued, however, that these certainly do bring in trade in no inconsiderable amounts and that there is no good reason why they should not be classed as legitimate means of publicity.

The "Advertising Data Book" is ruled all the way across as the book lies open, having thirty-six columns. The first two columns are respectively for the customers' names and addresses. The third column is for the number of calls. Intervening columns between the third and columns headed "Moving," "Packing," "Storage" and "Total," are for the various types of publicity mediums or sources of inquiry, one column being assigned to each medium. The columns are headed to indicate each medium, such as "Building," "Vans," "Phone Book," "Daily Press," "Trade Journals," "Officers' Friends," and so on for the twenty-five mediums.

As each call is accepted, the estimator, who has filled in the necessary entries in the "Advertising Data Book," from his special report, places a check mark—or has this done for him—in the form



of a letter "X" after the name of the customer. The "Final" entry, meaning "Final Source of Inquiry" in the estimator's report, might be termed the main-spring of the "Advertising Data Book" entry.

Every two months the estimator makes a summary of the amounts received from the various accepted calls from the different sources through all the mediums, to obtain proportions and arrive at a percentage.

It has been regarded in the office as somewhat remarkable that each medium seems to run about the same as to accepted calls from one summary period to another. For instance, there may be thirty calls from one medium during one month; very likely the next month's calls through that particular medium will run something like twenty nine and the next thirty-one.

By reference to the summary, the estimator not only knows what has been

accepted, but (1) how well each of the various mediums in progressing, (2) which is the best medium for a particular period and (3) the percentage and proportion of inquiries through each one of them.

If the estimator has occasion to call at the home or place of business of the customer a second time, he is armed with all this valuable material in the way of data, and the office is in possession of it also.

## Aged Sixty-one, James F. Keenan Is Buried—Under Avalanche of Telegrams

PITTSBURGH, March 4—*Requiescat in pace.* If James Francis Keenan thus hopefully murmured of himself when he arose on this his sixty-first birthday, the warehouse industry, wherein he is somewhat favorably spoken of, decreed otherwise in no uncertain manner.

From nearly 150 storage executives in about sixty cities in the United States and Canada written or wired messages of congratulation, felicitation, good will, fellowship and blessing poured in on Mr. Keenan all day long, and it was not a restful day at all at the offices of the Haugh & Keenan Storage and Transfer Co., of which he is president. A cable message came from David Warfield in Vienna, Austria—and Mr. Keenan himself is authority for the statement that one came from St. Patrick, Dublin, Ireland.

During his sixty years of lifetime Mr. Keenan has been the recipient of many honors, several of which he holds to-day—treasurer of the National Furniture Warehousemen's Association, president of the Pittsburgh Warehousemen's Association, president of the Pittsburgh Athletic Association. Once he was president of the American Warehousemen's Association. He is president of the board of directors of the Pittsburgh Hospital, a director of the Curtis Home, a director of the Commonwealth Trust Co. and is prominent in Pittsburgh's civil life. Other than the foregoing there is little to say—except that, as he himself states when asked how he pronounces his name, it is Mr. Keenan during business hours, but Mr. Keenan after 6 p.m.

The deluge of telegrams and letters was supplemented by the receipt of floral offerings from as far west as the Pacific Coast. Unable to reply to each testimonial by personal letter, Mr. Keenan prepared what the local newspapers—who devoted some columns of space to his activities of the day—called a "community letter," which went forth in the mails to most of the points of the compass. "Individually, severally, jointly and collectively," all senders were thanked for "this wonderful campaign productive of so much pleasure and happiness to me and my family." The "campaign" is reported to have been instigated by F. L. Bateman, Chicago, president of the Trans-Continental Freight Co., and other Chicago warehouse executives.

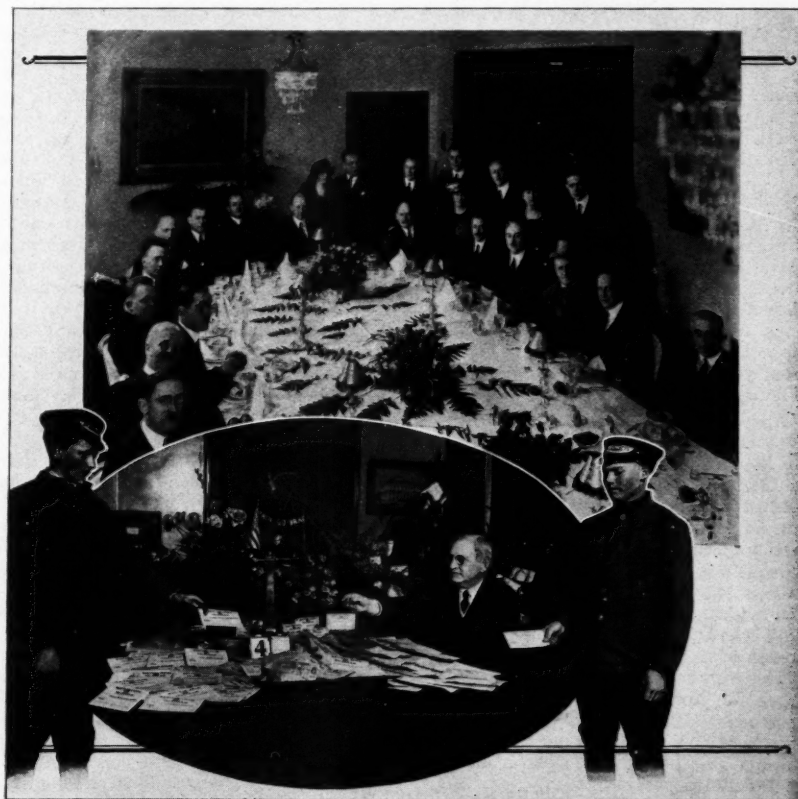
Mr. Keenan's wife and daughters

conspired with local and out-of-town warehousemen in the evening to bring the birthday to a satisfying close. Under a subterfuge that he was to be honored with a family dinner, he was lured to the Pittsburgh Athletic Association, where—

"Here I was led into a dark private dining room on the second floor on the pretext that a cocktail awaited me preparatory to dinner. Not caring to destroy my average, I submitted to the invitation to take a drink, and as I entered the room the electric button was pressed and the lights flashed, exposing to view many of my oldest, best and dearest friends. The orchestra played the 'Wearing of the Green' and other

airs so dear to one of my nationality. The photographer was already on his step-ladder when the lights went on, so you see the arrangements were complete. After the 'Irish King' was properly crowned with a green plug hat and his body covered with bibs, aprons and sashes, all green, of course, and with no evidence of the harp's absence, the party proceeded, not far, or too far, just far enough."

Those present included Mr. Bateman; Ralph Wood, secretary of the N. F. W. A.; Charles S. Morris, president of the N. F. W. A.; Grant Wayne, president of the New York Furniture Warehousemen's Association, and William T. Bostwick, president of the New Jersey Furniture Warehousemen's Association.



The telegraph companies made enough profits on March 4 to pay an extra dividend or two—at the expense of the well-wishers of James F. Keenan, who is shown confronting the deluge of messages. At the banquet table, sure it is J. F. K. in the plug hat, at his left being seated Charles S. Morris, president of the National Furniture Warehousemen's Association

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

*Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transfer and automotive affairs.*

## How Soon May Merchandise Be Sold for Storage Charges?

**L**EGAL EDITOR, *Distribution & Warehousing*: We would ask that you kindly give us your opinion as to the law governing the length of time that merchandise must be kept in a warehouse before same can be sold for storage charges, and to make matters more clearly we might state that this is the particular case that we have confronting us at the present time:

We have merchandise stored for the account of one of our customers for a period of one year, and within that time have been unable to collect storage charges, having been advised they are in financial difficulties and cannot meet their obligation. This material is at the present time possibly worth three to four times the accrued storage charges to date, and we are trying to establish whether we are within our rights to dispose of this material at public auction at this time.

It has been more or less an unwritten law in the warehouse business that if storage charges were not paid within a year, the goods could be disposed of by auction, but we feel that this is not authentic enough to proceed along these lines, and we know of no other source of getting the proper information than from your company.—*Callan Bros., Inc., W. Mayer, Manager, Brooklyn.*

**Answer:** The leading New York case on this point is that of *Patrick Morgan vs. Sophie E. Murtha*. This is reported in 18 *Misc. reports* on page 438. It was held in that case that "a warehouseman has no right to hold goods for the protection of the lien and charge for storage indefinitely, to the prejudice of the bailor; but it is his duty to enforce his lien within a reasonable time, and thus limit the damages resulting from the breach of contract.

The warehouseman brought suit to recover for items of cartage and storage of goods which were delivered to him in March, 1883, under an agreement for storage at a stated price per month for an indefinite period.

The subject of the contract originally comprised a large amount of furniture, the greater portion of which was returned to the defendant upon her demand about six months after the storage commenced, and upon her payment

of charges amounting to \$493.36; but a dispute arose at the time as to whether this payment covered all charges due, and the plaintiffs refused to deliver all of the defendant's property, retaining a certain part as security for the charges still claimed to have been unpaid.

It appeared that the amount in dispute at that time was \$125, but the plaintiff in this action demanded \$1,270, laying claim to storage charges at the agreed rate for the furniture withheld during the long period which intervened between the date of her refusal to pay the amount then asked, and the commencement of this action, in April, 1891, more than seven years after.

No specific objection was made in the defendant's behalf, at the trial, so much of the plaintiff's claim for storage charges as was conceded by them to have accrued after their possession of the furniture withheld, as lienors, had commenced; the theory upon which the case was submitted to the jury by the Court was that upon the defendant's refusal to pay the accrued charges for storage, the original agreement was impliedly continued.

The jury were instructed that the plaintiffs were under no duty to dispose of the goods, but were authorized to keep them in storage indefinitely and could recover the charges from the defendant.

The Appellate Court, in deciding that the warehouseman had no right to hold the goods indefinitely in New York, said:

"It thus appears that the jury were instructed, against the defendant's protest, that the plaintiffs, under the excuse of protecting their lien for accrued storage charges, were at liberty to build up a claim against the defendant for further storage to any extent which they might see fit, and recover such further charges as a legitimate part of the damage to which they were subjected, by the possession of the goods in protection of their lien, and that they owed absolutely no duty to the defendant of attempting to reduce their damages arising through the original breach of the contract, but were indeed authorized to make capital out of it.

"It may well be that the defendant's refusal to pay the charges which had

accrued at the time of the dispute hereinbefore alluded to entitled the plaintiffs to some further charges for storage rendered necessary by their possession of the goods in the protecting of their lien thereon, but reason and authority stand opposed to the proposition that the right to such further charges should extend beyond a reasonable time within which the plaintiffs might have made their lien available for the satisfaction of their charges. Any other view would enable the plaintiffs to recover storage charges *ad infinitum*; and it appears, from the records, that the goods upon which their lien was claimed continued in their possession undisposed of at the time of the trial.

"A sale of the goods when the charges approached to within a reasonable degree their actual value would have protected the plaintiff's lien, and was their right to make (*Dale v. Brinckerhoff*, 7 *Daly*, 45), apart from any statutory provision upon the subject, but it was in their power to protect the lien and prevent the accrual of damages against the defendant before the storage charges had more than covered the value of the goods, by virtue of the statute in existence at the time of the transaction (*Laws of 1879, chap. 336* as amended by *Laws of 1883, chap. 421*; 3 *R. S.*) (*Banks & Bros.*, 9th ed. 2463), which provides that 'every warehouse company or person or persons engaged in the warehouse business who shall have had in his or their possession any goods, wares or merchandise; by virtue of any agreement . . . for the storage of the same, on which, or any part thereof, there may be due one year's storage, may proceed to sell the same at public auction,' etc.

"True, this statute is not mandatory and does not require the warehouseman absolutely to sell at the expiration of the year for which charges may be unpaid.

"By the verdict it was established that the plaintiffs were entitled to demand \$122 when the goods were originally tendered for delivery, and interest upon that sum was recoverable. But the allowance of storage charges for over a year thereafter was only recoverable in case the jury found that that period was a reasonable time for the lienors to en-



force their lien—a finding, however, which cannot be assumed under the charge of the court as made." *Morgan v. Murtha*, 18 Misc. 438.

I think you will be safe in selling the goods within a reasonable time after the expiration of a year according to the "unwritten law" you cite in the last paragraph of your letter.

## DIGESTS

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Ill.) Warehouse receipts are not essential to create a contract for storage.—*Somers, Jones & Co. v. Spellmeyer*, 132 N. E. 787. Key No. 12.

(Mont.) The purpose of *Laws* 1915, c. 93, in requiring a bond of a public warehouseman, is to protect the bailors from wrongful acts of the warehouseman, and if the principal is liable, the sureties are liable, and a release or attempted release or withdrawal of the bondsmen without the agreement of the injured party is of no avail as a defense in an action for damages flowing from wrongful acts already done, and a sale by the warehouseman of his interest in the property stored does not affect such liability.—*State v. Broadwater Elevator Co.*, 201 p. 687. Key No. 18.

(Mont.) If the provisions of *Rev. Code*, paragraph 6086, are binding in actions of conversion, a public grain warehouseman, notwithstanding the positive mandates of *Laws* 1915, c. 93, by operation of law is given an option to return the grain on demand or to pay the market price at that time for that would be the measures of his liability.—*State v. Broadwater Elevator Co.*, 201 p. 687. Key No. 25 (1).

(Mont.) A grain elevator was agent of a company storing wheat with it, and could not legally make a sale to itself without full knowledge by the principal of the facts.—*State v. Broadwater Elevator Co.*, 201 p. 687. Key No. 25 (7).

(Note: Where grain elevator sold all grain stored with it immediately after its receipt without calling in warehouse receipts, there remained in existence no subject-matter with reference to which elevator and depositors of grain could contract, and on an order to sell wheat by a depositor, the elevator could not claim that there was a legal sale of the wheat to itself, especially where the books of the elevator contained no entry of the purchase of the wheat as required by the *Laws* 1915, c. 93, Paragraph 39.—*Id.*)

(Cal. App.) While a warehouseman, as provided by section 27 (*St.* 1909, p. 437) may by virtue of his lien retain possession of goods deposited by the

owner or by one in the lawful possession thereof until the charges for which the lien exists are paid, such right does not apply to property of which the depositor has neither title nor right of possession, and who has obtained the same from a third person with the warehouseman's knowledge in a manner little short of larceny.—*Young v. Colyear*, 201 p. 623. Key No. 30.

(Mont.) As prescribed by *Rev. Codes*, paragraph 6071, measure of damages for wrongful conversion of personal property is the value of the property at the time of its conversion with interest, or, where the action has been prosecuted with reasonable diligence, the highest market value of the property at any time between the conversion and the verdict without interest, at the option of the injured party, and this rule is not changed as to liability of a grain elevator for conversion of wheat stored with it by *Laws* 1915, c. 93, Paragraph 32.—*State v. Broadwater Elevator Co.*, 201 p. 687. Key No. 34 (8).

(Note: In an action against elevator for wrongful conversion of stored wheat, it was not inequitable to require defendant to pay plaintiffs more than the amount they were willing to accept prior to the institution of the suit, and which was then the prevailing price of wheat, where they were prevented by the wrongful act of the defendant from selling to other parties or holding for a higher price, in view of *Rev. Codes*, Paragraph 6071, and *Laws* 1915, c. 93.—*Id.*)

(Ark.) A warehouseman may limit his liability to an agreed value of the article received where the rate charged was based on the value of the article.—*Missouri Pacific R. Co. v. Fuqua* 233 S. W. 926. Key No. 24 (7).

(Cal.) In an action to recover the value of sugar burned while in a shed or upon a platform, evidence consisting of letters held to establish a contract on the part of the defendant to store the sugar in a fireproof warehouse.—*Hollywood Sugar Corp. v. Leonhardt*, 200 p. 1047. Key No. 34 (7). [Note: In an action to recover the value of sugar burned in a shed or upon a platform in the course of removal from cars to fireproof warehouse, where defendant had contracted to store it, evidence held to sustain a finding that there was no lack of reasonable care and diligence in allowing the sugar in question to accumulate in the temporary quarters on the platform where it was burned, and plaintiff did not break his contract to store such sugar in a fireproof warehouse.—*Id.*]

(Ga.) Where a drayman is authorized by the consignee to receive a shipment, or the carrier by a course of dealing with the consignee has a right to depend on delivery to such drayman, such delivery constitutes a delivery to the consignee.—*Payne v. Johnson, Fluker & Co.*, 108 S. E. 803. Key No. 88.

## BRIEFS

**T**HE Supreme Court of Nebraska decided in a recent case that it was unreasonable for a carrier to require a consignee to sign a receipt containing a notation that goods were received in good condition, except "old break."

It appeared that these goods had been turned over to the carrier who had issued a bill of lading acknowledging they were received in good condition. When they reached their destination, they were damaged. There was a dispute as to whether the goods were damaged before or after they were delivered to the carrier. The Court held it was conversion for the carrier to refuse to deliver them up unless the aforementioned receipt was signed.—*Fred F. Shields Co. vs. Chicago & N. W. Ry. Co.*—186 N. W.—332.

In a recent California case, it was decided that the name "Action Transfer Co." was so similar to the name "Active Transfer Co." that an injunction should be issued against its use.

The Court pointed out that in order that the use of a name may be enjoined it is only necessary to show that deception will be the natural and probable result of its continued use.

The Court further said that the use of "Active Transfer Co." as a trade name may be protected by injunction, as the word "Active" is not ordinarily regarded as descriptive of a transfer company or the business conducted by it.—*Jaynes vs. Weickman*,—203 Pac. 828.

A Court decision in Virginia holds that while a truck driver who is engaged in the transfer business in a certain city, under a license, may be a common carrier there, he is nevertheless not a common carrier when he carries goods over an unusual route in some special case, providing he has not held himself out to carry goods over that route for the public generally. *Ney vs. Hawn*, 109 S. E. 438.

That where a contract required a seller of goods to furnish certain materials, "F. O. B. Factory," there was a delivery by the buyer to the seller when the goods were delivered to the carrier, was the decision in the recent case of *J. B. Colt Co. vs. Fox*, 110 S. E. 401, in South Carolina.

That an interstate bill of lading is negotiable was a Texas Court decision in the recent case of *Shaw vs. Coleman*, 236 S. W. 178, and the person to whom it was sold was held to have acquired good title in the property which he could, in turn, transfer to another.

The Georgia Courts recently decided that if a common carrier fails to deliver goods according to the terms of its contract, the measure of damages is the value of the goods at the time and place at which it had agreed to deliver them, less the transportation charges. *Central of Georgia Ry. Co. vs. American Coal Co.*—110 S. E.—320.

## Some Thoughts on Merchandise

# Warehouse Construction and Labor Saving Devices\*

By C. C. Daniel,

President, Central Warehouse Co., Kansas City

**I**N discussing the subject of warehouse construction and labor-saving devices, your committee has considered only merchandise warehouses, as we do not feel competent, with the information at hand, intelligently to go into the problems of the household goods warehousemen.

In the construction of a merchandise warehouse there are three main points to consider, and failure properly to decide one of them may prevent the profitable use and operation of the whole enterprise.

*First:* Assuming that the city in which we are about to erect a public warehouse is one that will justify the venture, and that there is real need of a warehouse, the first and most important thing is choosing a good location. The location should be one that will permit the most direct car switching connection with all roads entering the city, and at the same time be as close as possible to the several freight depots. It is a great advantage to be close enough to the heavy jobbing district for their pick-up wagons easily to pick up freight.

*Second:* The building lot selected should allow the very greatest amount of railroad siding obtainable, with double trackage if possible—and with ample street frontage for wagon and truck dockage. A lot with switch tracks in rear, and building space about 100 feet deep by 200 or more feet in length, and with team docks at one end and in front of buildings, would allow very economical handling of merchandise, either into or out of storage—or direct from distribution cars.

*Third:* And lastly comes the architectural plans, and actual construction. It is now generally conceded that a new warehouse should be constructed of reinforced concrete. Security and stability of investment will be more certain if building is so constructed as to be easily turned to other uses.

If building is sprinkled with a two-source sprinkler system, with supervisory service, and low insurance that goes with such service, your space will be more easily filled and kept filled.

Economy in handling, which continues throughout the years, is more important than mere economy in construction.

There are many points to be considered under this third heading. Some of the most important are: area of floors, num-

ber of floors, floor loads, heights of ceilings, spacing of columns, and dockage and interior arrangement, including location of general offices, shipping office, elevators, stairs, etc.

Floor areas that will permit of subdivisions into units of 10,000 or 5000 square feet are very convenient, as there is often a rental demand for such units of space. Renting space in large units to people who do not want to use the de-

ferent parts of building, but as a general rule, seventeen to twenty-foot spacings work out to good advantage.

The dockage and interior arrangement is very important, as it affects the handling of merchandise during each of the more than 300 days in the year during the entire life of the building. It is best when possible to have car dockage for spotting at least one car for every 15,000 square feet of floor space. There is also a distinct advantage in having at least a part of the shipping or the team dock join the railroad siding and car unloading dock for the economical handling of merchandise for distribution direct from cars. There should be shipping or team dockage sufficient for at least one team or truck for every 10,000 square feet of warehouse space. As already stated, at least a part of the shipping dock should join or be near the railroad siding for the economical handling of distribution cars. A short truck haul is desired from either distribution cars or warehouse stocks.

For easy access and publicity, place the general offices at the main entrance on the first floor. First floor space is so valuable for the handling of live stocks that it should not be converted into offices for rental purposes. Place the shipping office as convenient as possible to the shipping dock. Offices for rental purposes can be placed on the second and upper floors facing the streets, with ample space or rooms across the hall, and adjoining the several offices.

Freight elevators and warehouse stairway should be near the center of building in rear and within a short distance of car dock. For general merchandise, an elevator with ten by twelve-foot cage, and 6000-lb. capacity, is recommended. For automobiles a larger size is necessary. If offices are extended to the upper floors, a passenger elevator will be required.

The subject of labor-saving devices is a difficult one in a public warehouse, handling, as it does, mixed lots of general merchandise. A good device for one commodity, or for a straight lot of one style package, might be useless for other commodities or for assorted cars of the same commodity. There are, however, a few devices which can be used to advantage by most any public warehouse. A tiering machine or portable elevator is good for the piling of large heavy packages, and saves man power, danger of accidents, and damage to mer-

### LABOR SAVING:

**T**HE merchandise warehouse in relation to location, architectural plans and material handling machinery is considered in this report which was submitted at the St. Louis convention by a committee comprising C. C. Daniel, Kansas City, chairman; Theodore F. King, Louisville; M. R. Mathews, Charleston, West Va.; J. Edward Lee, Chicago, and L. C. Abbott, Fort Worth, Tex.

The point is brought out that while there are a few labor saving devices which can be used to advantage at almost any storage plant, a good device for a given commodity may be useless for handling other goods, and the problem accordingly is a difficult one.

tail service of the warehouseman is a profitable and pleasant way of constantly keeping your space filled. Such business would go elsewhere if not taken care of by the warehouseman.

The number of floors should depend on size and value of ground plot. As a general principle to follow, a warehouse should be spread out as much as possible along the railroad siding and street, rather than being built high into the air. The more trackage and dockage in proportion to the floor area, the better.

The live floor load on the ground floor should be 400 to 500 lbs. to the square foot, ranging to 250 lbs. for the top floor of a six or seven-story warehouse.

Ceilings of twelve to fourteen feet, clear story height, on the first floor and ten feet on other floors are convenient and economical.

Column spacing must depend on the floor areas and special plans for dif-

\*Report submitted at St. Louis convention of American Warehousemen's Association.



chandise. Lift platform trucks are very convenient for handling distribution cars, and some storage stocks. There are barrel trucks that greatly facilitate the handling of barrels, especially heavy barrels. Spiral chutes, and automatic conveyors or piling machines can be used to advantage in only a few exceptional

cases in the average public warehouse.

There are other useful labor-saving devices, such as stencil cutting machines and barrel racks, which can be used to advantage where there is sufficient permanent barrel storage to justify setting aside and equipping a regular space or room.

Many labor-saving devices that are very practical and necessary in a factory or business handling regular packages in the same direction and in the same space have no value in a public warehouse handling mixed merchandise with continually shifting positions in the warehouse.

# The Modern Household Goods Warehouse\*

## What It Should Offer Patrons

By T. A. Jackson

President, Jackson Express & Van Co., Chicago

THE storage of household goods is a comparatively new industry. The first furniture warehouse in New York City was built in 1872. The first furniture warehouse in Chicago was built in 1893.

The writer's idea of a warehouse for the storage of household goods is a six-story building built of reinforced concrete and brick curtain walls, about 75 by 100 feet.

**Location.** The best residential section should be selected, near a transfer corner, if possible where a switch track is available. A deep lot should be secured, in order to have a van room, stable, paint shop, and flat for caretaker in the rear of the warehouse.

**Front of Building.** As the majority of buildings are dark, a light building will attract attention. White terra cotta and light brick should be used, and illuminated with flood lights at night.

**Equipment.** A silver vault with safety deposit boxes attracts a very desirable class of patrons and, if properly managed and advertised, is very profitable. A cold storage room for furs and fabrics will not only be profitable, but extend your circle of patrons who may be of great value. An automatic passenger elevator of one-ton capacity should be installed. In addition to taking care of customers and employees, it could be used for handling pianos and small lots of household goods when the freight elevator is busy. As we are entrusted with personal effects, many of which have a sentimental value that cannot be estimated, the best sprinkler system should be installed, and no expense should be spared to insure the protection of other people's property.

**First Floor.** As your patrons seldom get beyond the office, it should have an attractive lobby tastefully furnished. The piano show room should adjoin the office, with glass partition; the floor should be elevated about three feet above the office floor, thus making it attractive and affording a saving of space. A separate entrance should be provided for em-

ployees. The shipping room should be in the rear of the office.

**Basement.** (Nine-foot ceiling.) Floors and side walls should be waterproofed and not more than six feet below the street level. There should be no sewer connection, as the backing up of sewers is often the cause of flooded basements. The packing room, equipped with a power saw, should be under the piano show room. The material room should be under the office and this part of the basement should have a six-foot ceiling.

### IS YOUR WAREHOUSE UP TO DATE?

HERE are some features of a modern household goods plant as favored by Mr. Jackson:

1. Silver vault properly managed and advertised.
2. Cold storage room for furs and fabrics.
3. Sprinkler system.
4. Sewerless basement.
5. Hooks in the ceiling of top floor for hanging automobiles.
6. Electric sign on roof.

There should be a cold storage room, sprinkler apparatus, boiler room with steel boiler, and the rug and carpet cleaning room.

**Second Floor.** (Eight-foot ceiling.) Piano and phonograph room: all grand pianos should be set up, as nothing will be so displeasing to your lady patrons as to see their perfectly good pianos stored on edge. Rug room: racks that would hold about six bundles of rugs should be provided for, and should be built in such a way as to prevent the paper from being torn when rugs are piled. Trunk room: all trunks should be put in the trunk room, as patrons usually put clothing that will be needed, in trunks; this will save considerable damage to goods and will please your customers when access is required.

**Third Floor.** (Eight-foot ceiling.) This entire floor should be used for small lots. Walls for piling should be provided for piles five feet deep with 3½-foot aisles. As the average lot is continually growing smaller, you will find this floor very useful.

**Fourth and Fifth Floors.** (Eleven-foot ceilings.) All rooms should be ten feet deep, ranging in width from four feet to twelve feet, mostly small rooms. Aisles should be four feet wide. As pyrobar is much softer than fire brick, it is not so likely to damage furniture and will make the best partitions. The fifth floor should be for open storage. Four-inch walls should be built for piling, ten feet deep with four-foot aisles.

**Sixth Floor.** (Eleven-foot ceiling.) This floor can be used for large lots, store fixtures or automobiles. Hooks can be put in the ceiling, at a small expense, for hanging automobiles.

**Roof.** Provision should be made for an electric sign on the roof.

#### Tulsa Co. to Build

TULSA, OKLA., March 17—The R. W. Page Fireproof Storage is planning to build a new warehouse for storage of household goods and automobiles. The building will go up at 13th and Elgin streets.

#### Tampa Co. to Build in 1923

TAMPA, FLA., March 11—The City Transfer Co., Inc., plans to build in 1923 a warehouse to contain approximately 20,000 sq. ft. of floor space, on South Rome Avenue, for storage of merchandise, household goods and automobiles.

#### Boston Wharf Co. to Build

BOSTON, March 17—The Boston Wharf Co. has awarded a contract for the erection of a brick and mill constructed warehouse on A street, South Boston. The building will be six stories high, 90 by 135 feet, and will cost about \$225,000.

\*Paper read at St. Louis convention of American Warehousemen's Association.

# EQUIPMENT

NEWS AND REVIEWS

## Electric Truck Equipped with Crane for Warehouse and Terminal

**A**N electric truck with carrying capacity of 3000 pounds and equipped with a mounted revolving counter-balanced crane has been developed by the Elwell-Parker Electric Co., Cleveland. It is designed for handling goods such as bales, barrels and boxes at warehouses, terminals and factories, and may be used for stacking goods at some height in storage plants and yards and in loading railroad cars and wagons.

A heavy vertical steel column has a long bearing in steel pedestal bolted to a steel platform on the truck and supports a 12-foot boom, which may be racked in or out by the operation without leaving his driving position. The hoist is operated by a separate motor directly connected to an enclosed hoist mechanism. The controller is located on the dash in front of crane operator. The hoist is mounted on the steel frame, which houses the battery. The battery, hoist and motor all act as counter-balance.

A special trip switch mounted on the front of battery box stops the inward motion of boom as set.

The crane is capable of handling loads up to 3000 pounds. It will pick up 1000 pounds at 8-foot outreach at side or end of platform; or, with outriggers, as shown in the illustration, with lift 3000 pounds at 6-foot outreach. The boom may be lowered at permit entrance of doorways.

The outriggers are quickly adjusted and folded, and are swung in beside the crane column when not in use.

The truck is equipped with 21½ by 3½ inch drive wheels and 15 by 3½ inch trailing wheels, all four of which steer. Large wheels permit use in yards. A coupler is furnished on the rear to permit use of the unit for intermittent tractor service.

Elwell-Parker inclosed motors are used. Motors, differential worms, wheels and crane pillar columns are all fitted with ball bearings.

The single battery furnishes power to propel the truck as well as to operate the crane.

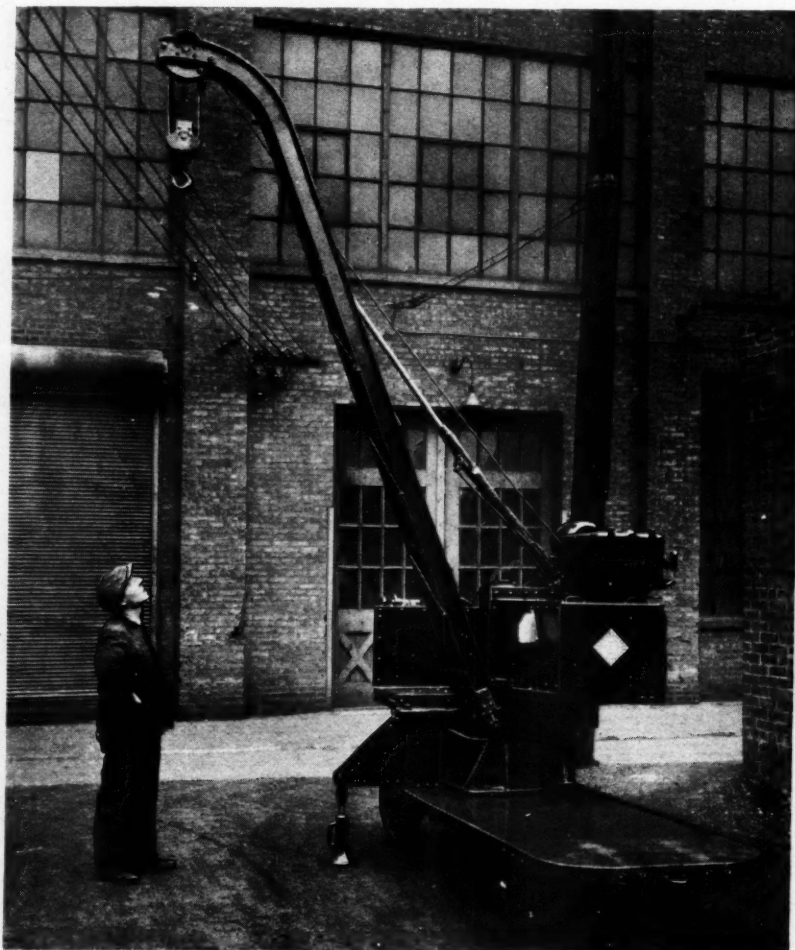
### MORE TRUCK MAKERS ANNOUNCE PRICE CUTS

Further reductions in the cost of motor trucks have taken place. New prices as compared with old ones are announced by various companies as follows:

Make	Capacity, Tons	Prices		Make	Capacity, Tons	Prices	
		Old	New			Old	New
Acason	1½	\$2,485	\$1,950	Packard			
Acason	2½	3,295	2,750	Model EC-3½	3,500	3,100	
Acason	3½	4,295	3,450	Model EX-3½	4,000	3,500	
Acason	5	5,250	4,350				
Duplex	2*	2,775	2,775	Stoughton	1	1,995	1,790
Duplex	3½	4,250	3,500	Stoughton	1½	2,350	2,150
Kearns-Dughie	1	1,600	1,150	Stoughton	2	2,800	2,490
Kearns-Dughie	2	2,200	1,650	Stoughton	3	3,600	3,150
Master	1½	2,690	2,290	Wichita	1	2,000	1,875
Master**	2½	3,290	2,890	Wichita	2	2,500	2,400
Master***	2½	3,540	3,190	Wichita	3	3,500	3,200
Masetr <sup>1</sup>	3½	4,190	3,990	Wichita	4	3,900	3,500
Master <sup>2</sup>	3½	4,640	4,290				
Master†	5	5,290	4,990				
Master‡	5	5,440	5,090				

\*Formerly 1½-ton. \*\*Model W. \*\*\*Model D. <sup>1</sup>Model A. <sup>2</sup>Model E. †Model B. ‡Model F.

Increases in prices of all its models are announced by the Gary Motor Truck (Concluded on page 46)



New electric crane truck of Elwell-Parker Co.



## **Distribution Service, Inc., Organized by W. D. Leet and H. F. French, to Build Business for Merchandise Warehousemen**

CHICAGO, March 23—Distribution Service, Inc., has been organized here by Willis D. Leet, until recently Chicago business representative of *Distribution & Warehousing*, and H. F. French, who has resigned from the sales department of the Moores & Dunford Engineering Corp., warehouse architects and engineers of Chicago.

As the name implies, Distribution Service aims to build business for merchandise warehouse companies which distribute the products of the manufacturer. Discussing plans, Mr. Leet said to-day:

"In our work during these past few years Mr. French and I were naturally brought together often, and in our casual conversations often talked about the absolute lack of personal contact between

sales work and publicity would after all be directed to the same general class of prospects.

### **Personal Contact**

"At this point we began the formulation of our present organization, and the main purpose behind our plan is to establish that personal contact so necessary to the creating and holding of business for the warehouseman, and, we believe, in a way that will avoid the expensive duplication of effort that would be necessary under the plan of individual operation.

"A warehousing concern located in one distinct distributive center is in no way in direct competition with a similar organization in another distinct distributive center, because these two organizations receive their business from the same general class of prospects. With this idea in mind, we have divided the United States and Canada into theoretical distributive centers and propose to bring together in one great selling and advertising plan a group of America's leading warehousemen. By placing these various trade areas and choosing in each such territory a leading warehousing organization, we are then in position to present to any manufacturer or national distributor of any commodity a plan that will accommodate any plan he may have for the distribution of his commodity. In other words, the selling efforts of the entire group can be centered effectively through the centralized organization which we have established.

"The basis of the plan then will be a direct personal solicitation of business for this group of warehousemen. We propose to solicit not so much those manufacturers and distributors that are now making every available use of the public merchandise warehouses, but especially to work among those industries that are not now using the warehousing industry to accomplish economies in distribution or a bettering of their service to their buyers. There will be, as you can see, a great opportunity for strictly educational sales work in carrying out this plan.

### **To Advertise to Industries**

"There will be a ground work laid for this direct personal sales effort through the advertising and circularization which we will carry on. We propose to advertise through various trade mediums direct to those industries that furnish the bulk of business to the warehousing industry. This advertising will be followed up by some direct circularization and sales correspondence.

"A traffic department will be established early in this work. This will be chiefly for the purpose of co-operating with our selling efforts by furnishing us with facts and figures that will show the shipper the advantage of utilizing warehouse service. Many manufacturers are not familiar with the various services a warehouse can perform and will first have to be shown in black and

white some tangible evidence of savings in freight charges, time in transportation and possibilities of better service to their customers. A thoroughly experienced traffic man will be able to organize a department that will be in a position to supply our salesmen with this convincing information. This traffic department will also be at the service of the various warehouse organizations that are joining in this plan, and will also work direct with the traffic departments of those manufacturers that are using the facilities of this associated group of warehousemen. In short, we aim to establish a traffic research bureau and will place in charge of this work a man who has had an extensive experience in industrial traffic management, merchan-



H. F. French

the average warehouseman and his customer. Now in all other lines of industry, advertising and selling have been placed foremost. This, as you know, has not been true in the warehousing industry, and this, in our estimation, was the weak spot.

"In searching for the remedy it was logical to conclude that very few individual warehousing organizations could afford a complete selling organization. To cover the United States by personal solicitation, and to advertise to all industries that furnish a considerable volume of business to the warehouseman, would entail an expenditure that only two or three organizations in the whole United States could possibly afford. And yet, in order to place the warehouseman on a plane comparable with any business man in other industries, it would be necessary to carry out some such program. If, however, the leading warehousing organizations in each section of the United States were to carry out any such comprehensive plan individually, there would result a tremendous duplication of effort, because all of this personal



Willis D. Leet

dise warehousing and railroad transportation.

"The headquarters office of Distribution Service, Inc., will be at 123 West Madison Street, Chicago. This office will be in fact and in spirit the branch office of each warehouse associated in this work. As the work of the organization develops, it is quite likely that the establishing of sales offices in other cities may seem advisable, but for the time being all work will be conducted from the Chicago office."

A number of the leading merchandise warehouse companies have already become identified with Distribution Service, Inc.

### **The Men Behind**

Both Willis D. Leet and H. F. French are widely known in the public warehouse industry and have been familiar figures at storage conventions throughout the country.

In 1913 Mr. Leet and H. T. Lay, who died in France during the World War, organized a company which in 1914 took

(Concluded on page 39)

# WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

## News of the American Warehousemen's Association

### Importance of Standardization Emphasized by President Morse

W. W. MORSE, Minneapolis, president of the American Warehousemen's Association, on March 20 sent the following letter to all members of the association:

I very much wish I could make it clear to every member of the Association to what an extent the process of standardizing the various industries of the United States and Canada is progressing, and how far the industries of this country have traveled along these lines. Some of the members of our industry realize this situation, and I wish that every single warehouseman in every community in the country could fully appreciate it. To bring it more forcibly before your minds, let me cite you some items which appear in a recent bulletin of the Department of Domestic Distribution of the Chamber of Commerce of the United States:

"By an arrangement between the National Shoe Retailers' Association and the Harvard Bureau of Business Research, the inquiry into operating costs for the year 1920 will be continued for 1921.

"Substantially the same work is under way for the Wholesale Grocers' and the Retail Jewelers' Associations. We have received the following letter from the Harvard Bureau of Business Research, which speaks loudly for itself:

"In order to keep you informed of the progress of our work, we are inclosing copies of the letters and schedules that we are using this year in collecting figures on 1921 operations in the retail shoe and jewelry and wholesale grocery trades. This study is being continued in these trades because of the practical use that numerous merchants are making of the results in the actual management of their business. By comparing their figures with the summaries of the trade as a whole, many business men have been able to introduce substantial economies in the operation of their stores."

"Retail delivery costs at last have been reduced to a system whereby they may be compared as between any establishments, regardless of size and location. Truly

a great accomplishment.

"A formula for stabilizing the prices of gasoline and kerosene, known as the Douglas Schedule, is based on factors such as the prevailing prices of crude oil, freight and tank-wagon market, and is finding acceptance among State associations.

"Further studies in the Elimination of Excess Varieties and Standardization of Sizes now includes the cordage industry, which contemplates also a reformed terminology to define more clearly what is meant by such expressions as 'Manila Hemp,' 'Hawser,' et cetera. It should be known of all men that the Fabricated Production Department of the Chamber is a principal inspiration in the work of national standardization.

"Packing and wrapping parcels for retail delivery has become so expensive and therefore has become so important a factor in retail distribution that the National Retail Dry-Goods Association will conduct extensive studies into the subject."

These are but a few illustrations of the work that is going on in standardizing all the industries of the country at the present time.

In every community where two or three warehousemen are to be found, local organizations for the promotion of cost-finding and the study of our problems and the improvement of our methods should be established, and where, for any reason, it is not possible to establish a local organization, the warehousemen in that community should get in touch with the offices of the national organizations, like the A. W. A., and by frequent correspondence and the prompt submission of questions which arise, keep informed of the progress of the industry throughout the country.

In talking recently with a representative of one of the large national distributing organizations of the country, he remarked that it was his business to go from city to city, making contracts with warehousemen for the handling and distributing of the products of his company and naturally he endeavored to make contracts that would be most favorable

to his company. He said that some warehousemen knew how to make a warehouse contract which was fair to both sides, but the contracts that he was able to make with some other warehousemen were nothing short of a crime against the industry, but he added, "What can I do if a man wants to give away his money? Surely my company expects me to accept it for them."

The knowledge of this situation in the warehousing industry of the country fills me with a most urgent desire to press the work of the A. W. A. in educating the men of our industry in every city, town and village of this whole continent, so that they may know the most approved methods, customs and forms of contracts available and conduct their business in a proper manner and receive the rewards for their efforts to which they are justly entitled.

This office invites the most full and free correspondence regarding any questions or matters of interest arising in the course of the daily work of any warehousemen in any city. A great fund of information is at the disposal of the warehousemen of the country if you will only ask for it.

#### Mr. Morse's Letter to Shippers

An important development in the affairs of the American Warehousemen's Association is the appointment by the president, W. W. Morse, Minneapolis, of a trade relations committee. A more detailed story regarding this action, which was authorized recently by the directors, appears on pages 7 and 8.

President Morse has written letters to John Wilson, president of the Chicago Auxiliary of the American Specialty Manufacturers' Association, and John Simon, Peoria, Ill., president of the Shippers' Warehousing and Distributing Association, suggesting that each organization create a special committee to work in conjunction with the A. W. A. trade relations committee.

Mr. Morse writes that the new A. W. A. committee will welcome the closest co-operation on the part of the shippers' organization or any of their duly appointed committees "in bringing about the most



close and fraternal relations between our industry and those who are using our service as a link in the chain of distribution from the producer to the consumer."

#### Receipts Now Ready

PRINTING of the standard form of negotiable and non-negotiable warehouse receipt, as approved at the American Warehousemen's Association's St. Louis convention last December, has been completed and copies will be distributed early in April to the association's members from the office of the general secretary, Charles L. Criss, Pittsburgh.

In accordance with action taken at St. Louis, the receipts committee, of which P. L. Gerhardt, vice-president of the Bush Terminal Co., New York, is chairman, has had each of the two forms of receipt printed in two ways. One text has been set up lengthwise and the other crossways. A copy of each design will be submitted to the members, who will vote by mail as to which one they prefer. Majority opinion will prevail.

#### To Seek Bankers' Approval

After the members have decided, the committee on banks and warehouses, of which William E. Halm, president of the New York Dock Co., is chairman, will take the receipts to the American Bankers' Association with a view to having that organization formally approve them. Such endorsement is expected, as representatives of the bankers were consulted at the time the negotiable and non-negotiable forms were being worked out.

Although the standard terms and conditions as revised at the St. Louis convention run at some length, the Gerhardt committee has had them photographed down to a size which can be placed on the reverse of each form of the receipt and yet be legible.

#### Central Bureau Meeting

The Central Bureau Committee, T. E. Witters, Baltimore, chairman, planned to meet at the Hotel Claypool in Indianapolis on March 29. Discussion was to be devoted, among other things, to the "Warehousing Encyclopedia of Storage and Handling," the compilation of which was begun by the committee some months ago. At the St. Louis convention last December the Central Bureau committee was authorized to continue work on this book, which will list and describe some 800 commodities which enter and leave distributing warehouses.

#### "Bulletin" Discontinued

In accordance with the action of the directors, publication of the monthly *Bulletin* ceased with the February, 1922, issue. Information of interest to the association's members will go forward from time to time from the office of the general secretary, Charles L. Criss, Pittsburgh.

### Baltimore Furniture Warehousemen's Association



**George D. Magruder**

*Recently elected president of the Baltimore association, is president of Graham's Storage Warehouse Co. of that city*

### Grand Rapids Transfer and Storage Men's Association

#### Tax Situation Disturbing

PASSENGER car and motor truck owners pay Michigan nearly a quarter-million dollars more each year in special taxes than do railways and electric interurban lines. H. H. Hardy, secretary of the Michigan Highway Transportation Association and secretary of the Fireproof Storage & Transfer Co. of Lansing, told the members of the Transfer and Storage Men's Association of Grand Rapids, Mich., at that organization's eighteenth annual dinner, held at the Grand Rapids Association of Commerce on March 14.

The sentiment of the gathering was that motor truck interests would have to conduct a campaign of education among Michigan's Legislative members to counteract the contentions advanced by railroad interests.

It was pointed out by Mr. Hardy that Governor Groesbeck of Michigan favored encouragement of motor bus and truck transportation, which, however, the Governor contended, should bear an equitable portion of highway costs.

It was apparent from the discussion that motor truck regulation promises to be a big issue during the 1923 session of the Michigan Legislature.

Speakers included John Zevelink, president of the Grand Rapids association and secretary of the Columbian Storage & Transfer Co.; Everett M. Radcliffe, secretary and treasurer of the association and head of the Radcliffe Storage Co.; F. D. Campau, general counsel of the Shippers' Warehousing

and Distributing Association, and secretary of the Furniture Manufacturers Association of Grand Rapids; Charles R. Smith, secretary of the Muskegon, Mich., Highways Transportation Association, and Lee H. Bierce, secretary of the local Association of Commerce. Mr. Radcliffe presided as toastmaster.

### Illinois Association of Warehousemen

#### Shippers Are Hosts

WAREHOUSEMEN of Chicago and neighboring cities were guests of the Chicago auxiliary of the American Specialty Manufacturers Association at a luncheon at the Hotel Morrison on March 13. A joint meeting with the shippers was held and the following talked on behalf of warehousing:

Roy C. Griswold, president of Griswold & Walker, Inc., on "How Warehouse Costs Are Arrived At"; Wilson V. Little, superintendent of the Western Warehousing Co. and secretary of the Illinois Association of Warehousemen, on "The Warehouse Labor Problem"; Sidney A. Smith, vice-president of the Currier-Lee Warehouse Co., on "How Manufacturers Can Co-operate with Warehousemen to Maintain Efficiency"; P. F. Cassidy, Western representative of the American Chain of Warehouses, on "Personal Contact with the Buyers of Space"; and S. H. Verrall, general manager of the Sibley Warehouse & Storage Co., on "An Explanation of Rule 6."

More than thirty warehousemen attended and the discussions helped to promote a better understanding between storer and storageman. Among the out-of-town warehousemen present were Clarence Ullman, Peoria, Ill.; L. T. Crutcher, Kansas City; G. J. Hansen, Milwaukee, and William Richter, Davenport, Iowa.

### Illinois Furniture Warehousemen's Association

#### Addresses Feature Illinois Furniture Meeting

CHARLES S. MORRIS, New York, president of the National Furniture Warehousemen's Association; F. L. Bateman, president of the Trans-Continental Freight Co., and J. Edward Lee, president of the Illinois Association (merchandise) of Warehousemen, were speakers at the monthly meeting of the Illinois Furniture Warehousemen's Association on Feb. 20, in Chicago. Nearly eighty persons attended.

The story of the National's California convention in January was told by Mr. Morris, who called it "a phenomenal meeting," which reflected "great credit upon those responsible for holding it at Catalina Island." Mr. Morris added:

"I believe the National has a most won-

drous future cut out for it. It seems that the industry awaited its organization, representing the particular line of endeavor in which we are interested. It has 540 members in less than two years, and every applicant is carefully investigated and must have the indorsement of a fellow member and a report from one of the commercial agencies."

Mr. Bateman described his recent trip to the Orient in company with T. Y. Leonard of Detroit and P. J. Mills of Des Moines, Iowa.

On behalf of the merchandise warehousemen of Illinois, Mr. Lee proffered co-operation, and gave an interesting talk on the problems of the merchandise storage business.

The Garfield Express & Storage Co., Chicago, was elected to membership.

Announcement was made of the amounts of bond which furniture and merchandise companies must furnish to the Illinois Commerce Commission. [These were published in the March issue of *Distribution & Warehousing*.]

The insurance committee was instructed to negotiate with bonding companies to obtain the lowest possible rate for the members, all bonds to be written through the association's treasurer in order to enjoy the benefit, if any, of the volume which may accrue from the business of the association.

M. D. Snedcor, reporting for the advertising committee, presented a suggestion, which was unanimously adopted, that the members take a one-page advertisement in the new telephone directory, to be known as the "White Book." The cost will be pro-rated and is estimated to be \$5.11 a line each month, each company to take what is called a line. All other advertising by members in the "White Book" is to be withdrawn.

## Kansas City Warehousemen's Association

### Election of Officers

AT the annual meeting of the Kansas City Warehousemen's Association, on Feb. 18, S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co., was elected president. As vice-presidents were chosen W. A. Sammis, secretary of the Central Storage Co., to represent the merchandise division; Daniel P. Bray, president of the Monarch Transfer & Storage Co., to represent the household goods division; and M. W. Browne, manager of the Missouri Valley Cold Storage Co., to represent the cold storage division. D. S. Adams, vice-president and general manager of the Adams Transfer & Storage Co., was re-elected secretary. Directors, in addition to the officers, are S. M. Woodson, president of the D. A. Morr Transfer & Storage Co.; Fred Richardson, City Ice & Storage Co., and J. G. Staley, Gray Transfer & Storage Co. Committees have since been appointed by President Blackburn as follows:

Auditing, W. A. Wilson, F. C. Adams.

Membership, L. T. Crutcher, Fred Richardson, Howard Lathrop. Legislative, O. W. Thomas, M. W. Browne, Daniel P. Bray. Entertainment, L. T. Crutcher, Ellis Leritz, George Leinweber, Mr. Phillips. Merchandise storage, W. A. Sammis, S. M. Woodson, F. C. Adams. Furniture storage, Daniel P. Bray, Howard Lathrop, Ellis Leritz, George Leinweber, S. C. Blackburn. Cold storage, M. W. Browne, Mr. Richardson, George J. Schmitz. Public relations, L. T. Crutcher, W. O. Nevill. Grievance, S. M. Woodson, Mr. Groves, Mr. Richardson. Water supply, D. S. Adams, C. C. Daniel, Mr. Beebe.

## Massachusetts Warehousemen's Association

### Handling Costs

HANDLING REPORT No. 13 has been issued by the Massachusetts Warehousemen's Association. This report covers the inward and outward movement, by teams, of straight lots only (no assortment). Nearly 100 commodities are listed.

The arrangement is in conformity with the proposed storage classification. The various columns set forth in the report indicate:

- 1—The commodity.
- 2—The type of package.
- 3—The actual weight, computing weight, minimum computing weight or weight group.
- 4—The number of lots reported.
- 5—The number of packages reported.
- 6—The productive man-hour cost per package.
- 7—The productive man-hour cost per 100 pounds.
- 8—In some cases the total weight handled.

"Certain commodities come in standard packages (e.g., flour in sacks)," the foreword explains; "others in packages which are dependent upon a minimum computing weight (M.C.W.) in order to acquire the storage rate (e.g., most barrels); while commodities like cotton and wool, in packages of varying weight though of a relative uniform size, require a computing weight (comp.) for classification purposes. No total weight is indicated in the final column against commodities falling into the above groups since the cost per 100 pounds is the direct result of applying the actual weight, minimum computing weight, or computing weight to the cost per package. There are, however, certain commodities in packages of fairly uniform density but with considerable variation in weight (e.g., canned goods). Here the various packages have been put into the 'weight groups' as outlined in 'Cost Finding for Warehousemen,' and the total weight handled is indicated in the last column since it is this total weight that determines the cost per 100 pounds for the group as applied to the average weight of package in the group. If desired this average weight of package in any group can be ascertained, of course, merely by

dividing the total weight by the number of packages as indicated.

"Only productive man-hour costs are shown. These may be translated into monetary costs by multiplying the man-hour cost by the average wage scale of the plant, adding the proper amount for overhead. The further addition of a reasonable profit produces the rate.

"For example, to acquire a rate where the man-hour cost is 0.040 per package, the average wage is 40c. per hour, the overhead is 125 per cent and the margin of profit 10 per cent; we have:

$\$0.040 \times \$0.40 = \$0.016 + 0.020$  (125 per cent overhead) =  $0.036 + 0.0036$  (10 per cent profit) =  $\$0.0396$  per package (rate).

"As  $\$0.40 + 0.50$  (125 per cent) =  $0.90 + 0.09$  (10 per cent) =  $0.99$ , this factor may be used as a shorter method of computation thus:

$"0.40 \text{ man-hours} \times 0.99 = \$0.0396 \text{ per package.}$

"Or the factor 0.99 may, for practical purposes, be considered as 1 so that the actual productive labor in man-hours may be considered the same as the rate in dollars, viz.:

$"0.040 \text{ man-hours} = \$0.040 \text{ per package (approximately).}$

## Montana Transfer and Storagemen's Association

### Annual Convention

The Montana Transfer & Storagemen's Association held its annual convention at Lewiston on Feb. 16, 17 and 18, with delegates present from many cities in Montana and Wyoming. Officers were elected as follows:

President, J. C. Milner, president of Milner's Transfer & Storage Co., Lewiston. Vice-president, H. G. O'Rourke, treasurer and manager of the Benson Carpenter Co., Helena. Secretary-treasurer, Edwin Grafton, secretary-treasurer of the Baker Transfer & Storage Co., Billings.

Committees were appointed as follows:

Publicity, H. G. O'Rourke, Helena; William P. Haggarty, Great Falls; James W. Nugent, Miles City; W. H. Smith, Butte, and W. E. Martin, Glendive. Convention location: Edwin Grafton, Billings; James W. Nugent, Miles City, and Bruce Cook, Billings. Membership: W. E. Baker, Billings; James W. Nugent, Miles City; Carl H. Suhr, Great Falls; G. G. Duggan, Lewiston, and W. H. Smith, Butte.

Miles City was selected as the 1923 convention place, on invitation from James W. Nugent, manager of Nugent's Transfer & Storage of that city. It was decided to hold a semi-annual convention some time in August. The first day's session at the Lewiston convention was given over to addresses by A. M. Maxeiner and D. C. Bates, representing railroads entering Lewiston, regarding co-operation between the carriers and warehousing interests, and to routine work. At noon the delegates were Kiwanis Club



guests, and in the evening a stag dinner was held.

Reports from committees on legislation, insurance, material handling machinery and other subjects were presented on the second day, and the afternoon was spent visiting local refineries and other points of interest, followed by a theatre party in the evening.

On the final day there were discussion of cost accounting and the handling of coal, addresses including one on "Rates and Cost Finding" by William P. Haggarty, the retiring president, who is secretary-treasurer of the Wilbur Transfer and Storage Co., Great Falls.

### National Furniture Warehousemen's Association

#### New Members

FIVE more companies have been elected to membership in the National Furniture Warehousemen's Association, as follows:

The Ralph N. Blakeslee Co., Waterbury, Conn.

Henry G. Drinkwater's Sons, Inc., Greenwich Conn.

Lawrence Warehouse Co., Sacramento, Cal.

W. J. Picard, Ltd., Toronto, Canada.

Sapulpa Storage & Transfer Co., Sapulpa, Okla.

With one resignation and the dropping of two other companies the National now has 536 members.

### New Jersey Furniture Warehousemen's Association

#### Proposed Truck Law Opposed in New Jersey

LEGISLATIVE matters occupied the attention of the New Jersey Furniture Warehousemen's Association at its February meeting, held in Newark on the 15th. Discussion centered on Senate Bill No. 15, which would advance motor truck fees for 1923, notwithstanding they were increased for 1922. At conferences held in various cities before Senate and Assembly delegations, opposition was presented, on behalf of warehousing, by Frederic Petry, George Sebold, Griswold Holman, Henry Blace, Peter Christie, Louis Allison, Norman Hotchkiss, Joseph Lupo, Frank McGrath and Frank Summers, all members of the New Jersey association. Confidence was expressed at the February meeting that, although the bill had passed the Senate, it would meet defeat in the Assembly.

The association voted to authorize its law and legislation committee to affiliate with the joint legislative committee be-



#### Meet This Group of Montana Warehousemen

Left to right—William P. Haggarty, secretary-treasurer, Wilbur Transfer & Storage Co., Great Falls; W. J. Baird, Baird Transfer Co., Cutbank; Carl H. Suhr, secretary and treasurer, Great Falls Transfer Co., Great Falls; Paul Jones, Milner Transfer & Storage Co., Lewiston; W. H. Smith, Montana Transfer Co., Butte; Edwin Grafton (association secretary), secretary-treasurer, Baker Transfer & Storage Co., Billings; J. C. Milner (association president), president, Milner's Transfer & Storage Co., Lewiston; H. G. O'Rourke (association vice-president), treasurer and manager, Benson Carpenter Co., Helena; W. E. Martin, Glendive Transfer Co., Glendive; J. D. Stout, Merchants Transfer & Storage Co., Sheridan, Wyo.; James W. Nugent, manager, Nugent's Transfer & Storage, Miles City; W. E. ("See Me") Baker, president, Baker Transfer & Storage Co., Billings; Ira Wilbur, president, Wilbur Transfer & Storage Co., Lewiston; "Dad" Milner, Dad Transfer & Storage Co., Lewiston

ing formed among various business organizations, including the Motor Truck Club, the Merchants Association, etc.

#### Removal Situation Adjusted

At the March meeting, held in Newark on the 15th, Col. H. Norman Schwarzkopf, Chief of the New Jersey State Police, lectured on that organization and the activities of the State constabulary, telling how the rural districts were patrolled and protected by his troopers, not only to discourage crime, but to assist travelers in distress. This was particularly interesting to the warehousemen because their vans use country roads, shipments often being valued at thousands of dollars.

The special removal law committee announced the final result of the negotiations with the installment house people. The latter have decided to drop their plan for proposed legislation commonly known as a removal law. This decision was reached after several conferences with members of the warehousemen's body. The installment house representatives told the committee they realized the better class of storagemen would be only too glad to work with him and give them the information they wanted when approached in a business-like way. They conceded that the suggested law would work a hardship on such warehousemen, while it would not reach the man they were trying to reach—the unscrupulous mover.

The New Jersey association some time ago placed before the State Legislature a bill which would regulate the sale of

unclaimed freight stored by the railroads. There is no law at present which clearly defines the position of the warehouse regarding the selling of this class of storage for charges. The bill passed the Assembly, but was amended in the Senate. The amendment was not satisfactory to the warehousemen, and the New Jersey association purposes to continue its efforts for a law which would give them power and protection in selling goods. Another bill will be prepared for introduction at the next session of the Legislature.

### Pittsburgh Furniture, Storage and Movers' Association

#### New Organization

A NEWCOMER to warehousing organizations is the Pittsburgh Furniture Storage & Movers' Association, of which the president is James F. Keenan, treasurer of the National Furniture Warehousemen's Association, former president of the American Warehousemen's Association, and president of the Haugh & Keenan Storage & Transfer Co. D. F. Shanahan, president of the Shanahan Transfer & Storage Co., is vice-president of the Pittsburgh association, and Hugh G. Walsh, secretary of Haugh & Keenan, is secretary-treasurer. A meeting is held on the second

Wednesday of each month, and the first annual convention will take place on June 14. With relation to the new association, Secretary Walsh says:

"At the present time our membership is small, consisting only of the more important concerns of our city, but the members are enthusiastic and have hopes of increasing the enrollment by inducing the smaller concerns to join. There is no question but that this is a wise idea, as the smaller concerns cannot help but be benefited by the experience of the older men; while, on the other hand, the pioneers receive comparatively the same benefit through instructing the newcomers in the intricacies of the business."

### Port of New York Warehousemen's Bureau of Information

#### Annual Dues Reduced

THE Port of New York Warehousemen's Bureau of Information at its meeting on March 21 reduced the dues of its members by 40 per cent. This action was made possible by a rearrangement of the organization's management, without, however, in any way affecting the position of H. I. Jacobson as manager.

Many of the association's members found cause for complaint because of the recent advance in the dues of some of the larger member-companies of the American Warehousemen's Association, and it is believed that by the reduction in the annual cost of membership in the New York Bureau, the A. W. A. will not lose a single member in New York by reason of that organization's advance. The bureau also eliminated the initiation fee for the balance of the year, and an effort will be made to obtain new members.

The Bureau instructed its rules and regulations committee to examine the standard rules issued by the Bureau some time ago, with a view to adopting so far as possible the uniform terms and conditions adopted by the A. W. A., making such modifications as may be necessary to have them applicable to the local situation.

The Bureau will investigate the alleged excessive cost of insurance on goods in sprinklered warehouses, the charge being made by one of the warehousemen that it cost a merchant as much for insurance for 10 per cent of the value of the merchandise as it did to insure for its entire value against the risk of fire.

The 1922 edition of the Custom House Guide, a book which has been published for more than half a century and which is generally referred to and accepted as being correct in all particulars, contains some glaring errors in the general order rates as agreed upon with the Collector of Customs here, it was pointed out at the meeting. Mr. Jacobson has issued a circular letter to all bonded warehouses in New York and other ports of the country advising them of this fact and that

they should follow the rates in the booklet issued in December, 1921, by the Collector of Customs.

### Shippers' Warehousing and Distributing Association

#### To Decide on Convention City

THE directors of the Shippers' Warehousing and Distributing Association plan to meet in Chicago about April 19 to consider when and where the next annual convention will be held. The convention will assemble probably some time in June and a number of Eastern cities have been suggested, including Springfield, Mass., Atlantic City, N. J., and New York City.

At the directors' meeting consideration will be given also to selection of a trade relations committee to work in conjunction with the new trade relations committee of the American Warehousemen's Association, a suggestion that the shippers' body have such a committee having been advanced by W. W. Morse, Minneapolis, president of the A. W. A.

#### Mr. Tilden Appointed Director

H. W. Tilden, traffic manager of the Aunt Jemima Mills Co., St. Joseph, Mo., has been elected a director of the shippers' association, succeeding R. F. Crump of Procter & Gamble Co., Cincinnati, who recently resigned.

#### Mr. Deckler Succeeds Mr. Killie

C. A. Deckler is now traffic manager of the J. B. Ford Co., Wyandotte, Mich., one of the members of the shippers' association. Mr. Deckler succeeds J. S. Kellie, resigned.

### Texas Warehouse and Transfer Men's Association

#### Bonding Law Criticized

THE Texas law which requires that public warehousemen shall be bonded to the amount of \$5,000 was attacked by speakers at the semi-annual convention of the Texas Warehouse and Transfermen's Association at Dallas, on Feb. 24 and 25. The storagemen do not object to being bonded, but they do object to the low amount of the bond, and a committee will seek to have the statute amended so that a higher bond would be required, as a protection for the industry against the activities of irresponsible and so-called fly-by-night storage operators.

The situation was to have been discussed by S. M. Ramsey, of Austin, State Director of Warehouses, but in his absence the burden of the attack was borne by T. W. McBride, examiner for the Markets and Warehouse Department.

It was early shown that the warehousemen's opposition was directed not against the law, which was drafted by a committee representing the Texas association, but against the added specification setting the amount of the bond at \$5,000.

"This bond-fixing arrangement was added to the bill," explained William I. Ford, Dallas, the association's president, "and this part of the law does not protect the reputable warehousemen, but permits anyone to operate after making the set bond. What we are fighting for and strongly advocating is a high enough bond to give us the standing and reputation we deserve in the business world."

In reply to Mr. Ford, Examiner McBride admitted that the new law needed an amendment and assured the delegates that the Markets and Warehouse Department would offer every assistance possible in that direction.

#### Small Amount Unjust

Regarding the bonding arrangement, S. J. Westheimer, Houston, past president, said:

"It is unjust. What reputable warehousemen want, and I am sure they are all in a position to meet it, is a bond approved and signed by the people in the warehouseman's city or territory. It should be of sufficient size and signed by the class of people that would make it a guarantee to out-of-State people as well as those in Texas.

"The small size of the bond will make more crooks than anything else. There must be a change and it must come soon, so that licensed warehousemen will be compelled to take care of the other man's goods. I am hitting directly at the influx of small dealers who will come in and, after gaining the confidence of the people, prove a hopeless failure and dis-appointment and cast a smirch on the industry, which for years has stood out as one of the cleanest in the State of Texas."

Reference was made to the indictment brought against a warehouseman in San Antonio for failure to file the bond as required. A committee was appointed to investigate.

On motion by T. Y. Casey, Dallas, it was decided to find out how many Texas warehousemen present had complied with the bonding provision. This disclosed that not more than 50 per cent of those present had done so.

#### Committee to Act

At this juncture the committee which originally drafted the warehouse law was called back into service and instructed to reopen the situation with the State's Attorney General. The committee will ask that no prosecutions be undertaken for failure to comply with the law, pending further hearings with the State authorities. Examiner McBride made an urgent appeal to the Texans to comply with the provisions temporarily.



"We are not trying to evade the law," Mr. Westheimer said at this point. "Neither are we opposing it, but we desire clarity and want the Attorney General to give us a hearing, after which I am sure he will see we are right."

Mr. Ford illustrated the importance of the storage industry in Texas by citing the fact that his own firm, the Inter-State Forwarding Co., had nearly \$3,000,000 worth of goods in storage during the worst period of business depression.

One feature of the convention was the presentation to Mr. Westheimer, "father" of the association and a warehousing veteran for thirty-eight years, of a memento in the form of a hand-painted "certificate of merit and citation for wonderful and invaluable services." This token of the organization's appreciation was handed to Mr. Westheimer by E. D. Balcom, Dallas.

The convention was formally opened by an address by F. F. Florence on behalf of the Dallas Chamber of Commerce. Talks on various warehousing subjects were made by W. J. Binyon, Houston; C. C. Williams, San Antonio; Mr. Westheimer and others. The social program included luncheons, an automobile tour of the city and a theatre party, arranged largely for the entertainment of the ladies present. Warehousemen attended from Arkansas, Louisiana, Oklahoma and Texas. W. I. Ford presided on the opening day, but was taken ill, and Mr. Westheimer was in the chair on the second day.

#### State Director Favors Amendments

AUSTIN, TEX., March 1—Commenting on published reports of the convention of the Texas Warehouse & Transfer Men's Association at Dallas, S. M. Ramsey, State Director of Warehouses, has issued the following statement:

"We believe that the public warehouse law of Texas should be amended in certain respects and shall urge certain amendments with reference to the size of a warehouseman's bond at the next session of the legislature. We believe that the bond of a public warehouseman should be based on the amount of his investment, together with the amount of business transacted from year to year, but we feel that this is a matter for the consideration of the lawmakers of the state, and that the particular duty of this department at this time is to enforce those laws which we find on the statute books just as vigorously, just as fairly and just as impartially as the machinery at our command will permit, and this is our purpose."

#### Ocean Freight to Albany

ALBANY, N. Y., March 20—Distribution of ocean-borne freight by motor truck from Albany to Boston, Buffalo and the Canadian line is planned by the Hudson River Freight line, which announces it will bring European cargoes by vessel from New York City.

#### Los Angeles to Have New Warehouse

LOS ANGELES, March 18—The Fidelity Fireproof Storage plans to build soon a \$250,000 warehouse at Seventh

and Union street, adjoining railroad tracks. The structure will have 63,000 square feet of floor space and will be used for storing merchandise, household goods and merchandise.

#### MINNESOTA LAWS FOR GRAIN BONDS "FAULTY"

MINNEAPOLIS, March 1—The Minnesota law for bonding local warehouses for the protection of holders of outstanding storage tickets has its faults, O. P. B. Jacobson, chairman of the Railroad and Warehouse Commission, recently told the Farmers' Grain Dealers' Association. A mutual bonding company was suggested as a remedy.

#### Amendment Suggested

The law, Mr. Jacobson said, also has its merits and by amendments can be made a valuable asset to the farm pro-

#### ANNOUNCEMENT:

**G**EORGE T. BEAN has been appointed Western advertising representative of *Distribution & Warehousing*, with headquarters at 2105 Mallers Building, Chicago.

Mr. Bean succeeds Willis D. Leet, who resigned to become associated with *Distribution Service, Inc.*, a warehouse service selling company.

ducers of Minnesota. Its aim is to give additional protection of grain producers.

"We believed that if the local warehousemen are bonded to a sufficient extent to cover any possible losses, a reliable safeguard will be provided for the benefit of owners of stored grain in the event that the warehousemen fail financially," he said. "On Feb. 15, 1922, there were 1575 local grain warehouses under state license, of which 1235 were bonded and 174 were exempt, with 166 unbonded. It costs about \$17,000 a year to maintain the supervisorship of warehouses.

"Few warehousemen and shippers complain of the law. Surety bonds are necessary and these cost \$4 per \$1,000. It has been suggested that the compulsory feature of the law be repealed so that personal bonds can be taken.

"It has been suggested that your organization or some other similar body might undertake to form a mutual bonding company to handle the situation. The expense of organization would be small and the maintenance cost light. If the mutual bonding company is not advisable, some arrangements for refunding might be made with the surety companies."

#### Lawrence Sells Sacramento Plant

SACRAMENTO, CAL., March 18—The Lawrence Warehouse Co. of San Francisco has sold its public warehousing interests here to W. E. Hibbitt, who has been the local manager of the Lawrence interests established in Sacramento in 1913. A local newspaper report says the price was approximately \$100,000.

#### LEET AND FRENCH FORM DISTRIBUTION SERVICE

(Concluded from page 33)

over the *Team Owners' Review*, then being published in Pittsburgh primarily for freight cartage interests. An analysis of the subscription list showed that transfer and storage men were in the majority, and accordingly, in 1915, the publication's name was changed to *Transfer & Storage*, which in May of 1917 was sold to the Class Journal Co., New York, Mr. Leet transferring to that city as a member of the paper's business staff. In November, 1918, Mr. Leet became the publication's Western representative, with his office in Chicago, and about a year later *Transfer & Storage* was renamed *Distribution & Warehousing*.

Mr. French was graduated from the University of Vermont in 1908. The following two and a half years he spent on the Isthmus of Panama, during construction of the Canal. He spent four years teaching in the Engineering College at the University of Michigan, followed by two years in engineering work in Boston and eighteen months in war service. While in service he became acquainted with Charles H. Moores, and when both returned to private life Mr. French went with the sales department of the Moores & Dunford Engineering Corp., applying to the warehouse industry his previous engineering experience. In this work he visited a large number of warehouses in all parts of the country and acquired a large store of information, particularly with regard to the physical requirements of the storage business. He was with Moores & Dunford for about three years.

#### Reassures 'Frisco Warehousemen

SAN FRANCISCO, March 20—San Francisco's new public warehouse, the first unit of which will cost \$800,000, will not harm the public storage business here, J. H. McCallum, president of the State Harbor Commission, told members of the Warehousemen's Association of the Port of San Francisco at a meeting at the Commercial Club to-day.

On the other hand, Mr. McCallum said, more foreign trade would be attracted to this port and this would build business for everyone along the waterfront.

Work on the first unit will be completed in about fourteen months. A two-story superstructure will go up later.

#### Columbus Company Opens Plant

COLUMBUS, OHIO, March 16—The Ohio Warehouse Co., which was chartered about a month ago with an authorized capital of \$200,000, has taken over, remodeled and opened a large storage plant, formerly occupied by brewery interests, on South Front Street and the Hocking Valley Railroad. The building has approximately 120,000 sq. ft. of floor space and is served by a spur track. The company will engage in general merchandise warehousing.

## TO ELIMINATE WASTE: IMPROVE DISTRIBUTION

NEW YORK, March 17—Any improvement in distributive methods will have as its ultimate result the elimination of waste, in the opinion of Alvin E. Dodd, manager of the Domestic Distribution Department of the Chamber of Commerce of the United States, as expressed before the Editorial Conference of the New York Business Publishers' Association at a meeting here to-day.

Mr. Dodd explained that his department is making a study of the waste in distribution, and in doing so has outlined "seven questions," not unlike the seven deadly sins, which must be answered before the solution of the problem is found. The questions are:

"1. What are the stocks of certain selected commodities produced in each month of the year, by quantity?"

"2. What are these stocks in suspension at the end of each month, by quantity?"

"3. What are these stocks which enter into consumption each month, by quantity?"

"4. What is the average price received by the producer for each selected commodity each month?"

"5. What is the average price paid by the retailer for each of these commodities each month?"

"6. What is the average price paid by the consumer for each of these commodities each month?"

"7. What is the ratio between expenses and profits in each spread each month?"

"There is at present," Mr. Dodd said, "no answer to any of these questions, except in a very few commodities, which can be relied upon as even approximately correct; and even in these few the answers are open to more or less doubt. Yet every one of these answers is of vital importance to business men who cannot expect stabilization in any material respect until the answers have been secured and their significance understood."

"Little imagination is needed to know what benefits will accrue when the manufacturers of rubber boots can look at a chart which shows them the quantities produced, the prices paid and the quantities consumed each month for a period of years. And what is true of the manufacturers of the rubber boot industry is true of every other industry in the country."

"It is the only effective guide to balanced production and distribution. It is the only means for accomplishing constant production and uninterrupted employment. Its results would be felt by every human being in the country from the individual owner of the largest factory down to the humblest workman in the field."

### Illinois Bonds Peterson

MOLINE, ILL., March 20—A certificate of convenience and necessity to operate a storage warehouse has been issued by the Illinois Commerce Commission to Olof Peterson, whose place of business is

at 1611 Second Avenue. Under this action the warehouse becomes bonded to the State. Mr. Peterson plans a new and larger building.

### Hygeia Reaches Quarter-Century

ELMIRA, N. Y., March 22—The year 1922 marks the anniversary of the beginning of business by the Hygeia Refrigerating Co., cold storage warehousemen, of which J. R. Shoemaker, chairman of the cold storage executive committee of the American Warehousemen's Association, is vice-president and general manager. Commemorating the anniversary, the company is mailing calendars to other companies in the industry.

## MILLIONS IN WOOL IN LICENSED WAREHOUSES

WASHINGTON, March 21 — Wool valued at more than \$10,000,000 was pooled or concentrated, warehoused, handled, financed and marketed in 1921 in storage warehouses licensed and bonded under the United States Warehouse Act administered by the United States Department of Agriculture.

Eighteen wool warehouses, with a combined storage capacity of approximately 33,000,000 pounds and handling one-sixth of the annual wool clip in the United States are now licensed and bonded under the Act. These warehouses are located in Virginia, West Virginia, Indiana, Illinois, Missouri, South Dakota, Idaho, Oregon and California. The largest of the warehouses is in Chicago and handled approximately 27,000,000 pounds of wool. Several hundred wool growers in the range country own stock in this company.

Under the United States Warehouse Act and regulations provision is made for the issuance of uniform warehouse receipts and the quarterly inspection of warehouses and their contents. The receipts are readily acceptable as collateral for loans. It is said that growers, bankers and others are appreciating more and more the value of the permissive legislation in stabilizing the wool industry and in making possible marketing in a more businesslike manner.

### Eagle Co. Will Build

FRESNO, CAL., March 14—A warehouse which will serve as an addition to its present structure at 752 H Street is to be built in June by the Eagle Transfer & Storage Co. The structure will cost about \$35,000, will contain 12,500 sq. ft. of floor space and will be used for storing merchandise, household goods and automobiles.

### New Milwaukee Company

MILWAUKEE, March 1—The Grueschow Furniture Packing Co. has been incorporated here, to move and pack household goods. Capitalization, \$5,000. Incorporators, Reuben P. Grueschow, Martin W. Grueschow and Ben Grueschow.

## CHANGES IN DOMESTIC BILL OF LADING FORM

The Uniform Bill of Lading Committee has made the following announcement:

"In response to inquiries from shippers interested in the preparation of their own forms of Domestic Bills of Lading, in which they desire to make some change in the arrangement of subject matter on the face of the forms as compared with the prescribed forms as published in Supplement No. 15 to Consolidated Freight Classification No. 2, this Committee has ruled that such changes may be made subject to the following requirements:

"1. The prescribed 'conditions' must be printed on the back of the forms without change and none of the face provisions shall be printed on the back.

"2. The spaces for signature of shipper and agent must be provided at the bottom of forms on the face.

"3. The words in the first line of forms, reading: 'Uniform Domestic Straight\* Bill of Lading Adopted by Carriers in Official, Southern and Western Classification Territories, March 15th, 1922,' must appear at the head of the forms and immediately thereunder there must be printed a clause reading: 'Subject to all the provisions and conditions of the bill of lading form appearing in classification effective at this time, which provisions and conditions . . . . . (insert name of shipper) guarantees are correctly shown herein. It is stipulated that the signature of the carrier's agent to this bill of lading is not to be understood as certifying to the size, dimensions, composition, quality or other similar description of the property mentioned herein, such description being for the convenience of the shipper only except as required by the carrier's classification and tariff as part of the description of the freight.'

\*On Domestic "Order" Bills, insert the word "Order" instead of "Straight."

### Receiver for Consolidated

NEW YORK, March 20—A petition in bankruptcy was filed in the Federal Court here to-day against the Consolidated Warehouses, Inc., of 11 Broadway, three creditors alleging claims totaling \$542. The corporation made an assignment on March 18. United States Judge Knox appointed Cornelius Smyth receiver, under \$7,500 bond.

### Would Take Over Boston Base

BOSTON, March 9—Mayor Curley wants the Army Base here as big storage plant for cotton, California dried fruits and other products. Mayor Curley's idea is that the city of Boston shall lease or buy the Base, which cost the government around \$27,000,000. He has been in conference with Senator Lodge and the Shipping Board, and the plan has been taken under consideration.



## APPROVAL SOUGHT FOR BILL OF LADING RULES

WASHINGTON, March 6—American business organizations connected with the International Chamber of Commerce have been asked to take a position with regard to the so-called "Hague Rules, 1921," which among other things provide for uniform ocean bill of lading.

The International Chamber at its meeting in London last year went on record in favor of uniformity and simplicity in ocean bills of lading. Since then the executive committee of that body approved the Hague Rules, and directed that immediate steps be taken by the executive officers looking to the acceptance of these rules by organizations located in the more than twenty countries holding memberships in the International Chamber.

Accordingly, a letter has been sent out by the American Section of the International Chamber to organization members in this country, asking them to approve the rules.

One of the worth-while benefits that will result from the adoption of the rules will be a uniform law applicable to carriers the world over. It is pointed out in the letter: "This will make possible simplified and uniform documents in the regular trades; will facilitate bankers in loaning against bills of lading; will make definite the risks accepted by underwriters when insuring goods in transit; and will materially lessen litigation."

As set forth in the letter, the rules are intended to accomplish three things for which shippers have been contending unsuccessfully for years, as follows:

1. They allow twelve months in which to file claims and bring suits, instead of the very short periods often contained in ocean bills now in use.
2. They shift the burden of proof to the carrier in cases of pilferage, by omitting any specific exception of pilferage; that is, if goods are stolen while in the carrier's possession he must prove that they were not stolen by his employees or through their fault.

3. These provisions represent a compromise of points which have been in controversy for years.

It is strongly indicative of the growing sentiment in behalf of the rules that recently twenty of the most prominent British steamship lines, operating between Great Britain, the United States and Canada, have developed the provisions of the rules in their bills of lading for west bound traffic. They are precluded from doing this on east bound traffic by reason of certain provisions of the Harter Act governing bills of lading issued in this country. It is expected Congress will consider such minor modifications in existing laws as will permit of the early adoption of the same bills of lading for eastward traffic for the United States.

### New Connecticut Company

WESTPORT, CONN., March 1—The Saugatuck Storage Co has been incorporated here to conduct a storage warehouse business. The capital stock is

\$50,000. The incorporators are Stephen Novac, South Norwalk; Harry Tobin, South Norwalk, and August Knorr.

### California Company to Build

OCEAN PARK, CAL., March 18—The Union Transfer & Storage Co. plans to erect a \$25,000 warehouse at Main and Pico streets, late this year, with 15,000 square feet for storage of merchandise, household goods and automobiles.

## FOOD BROKERS' OFFICES IN CHICAGO WAREHOUSE

CHICAGO, March 15.—The Ontario Warehouse Co. has built additional offices in its storage plants for the accommodation of brokers, particularly for those representing the large tea, coffee and product lines. Some of the new offices already are occupied and others are expected to be before May 1.

Catering especially to the needs of such brokers was the original intention at the time the company's warehouses were erected a few years ago in the heart of Chicago's wholesale jobbing district but owing to the demand for space at that time only four floors were finished for office purposes. Automatic electric passenger elevators were then installed, and the necessary partitions have since been put in to provide brokers' offices.

A tea packing department has been provided, fully equipped to pack tea in any sized containers, together with machines for blending, cutting, etc. It is expected that one of the large telegraph companies will install an office in one of the warehouses for the convenience of brokers. The buildings are equipped with a wagon court at each end, and a switch track inside enables the company to place seven cars at its unloading doors. In front of the buildings parking space has been provided for automobiles.

## WOULD RAISE TRUCK RATES IN NEW YORK

ALBANY, March 1—A bill to increase the rates for registration of automobile trucks in New York state has been introduced in the Legislature by Senator Seymour Lowman, Republican, of Cheung county. The proposed rates would be identical with those now in force in the state of Pennsylvania.

Senator Lowman's schedule is as follows: For each vehicle having a combined weight and carrying capacity of 2-tons, or less, an annual fee of \$15; of 2-tons and not more than 3-tons, \$20; more than 3 and not more than 4-tons, \$25; more than 4-tons and not more than 5, \$30; more than 6 and not more than 7-tons, \$60; more than 7-tons and not more than 8, \$75; more than 8 and not more than 10-tons, \$100, and more than 10-tons, \$150.

The excessive wear and tear on state highways resulting from increased automobile freight and baggage transportation is cited as a reason for the proposal to increase the registration fees for the trucks. The passenger registration fee would not be changed.

## NEW YORK TO EXAMINE GREELEY TERMINAL PLAN

NEW YORK, March 3—Mayor Hylan to-day appointed a special committee, consisting of Aldermanic President Hulbert, Borough President Riegelmann and Borough President Connolly, to examine the offer of Alton H. Greeley, of Cleveland, president of the American Chain of Warehouses, to erect a modern ocean terminal at Jamaica Bay, at a cost of not less than \$100,000,000, without financial assistance from the city.

Mr. Greeley, in a brief communication read at to-day's meeting of the Board of Estimate, renewed a proposal which was originally submitted to the city authorities more than a year ago. The offer had to be made anew because, technically, the old one expired at the end of the first Hylan Administration on Dec. 31, 1921.

### Adequately Financed

There was no discussion of the Greeley project inasmuch as the proposed contract is identical with the one already considered by the board and referred to a special committee of which the then Aldermanic president, F. H. La Guardia, was chairman. This committee never made a report to the Board of Estimate, but while the committee had the matter under consideration and arranged for public hearings on the Greeley project, of which only one was held, Murray Hulbert, at that time Dock Commissioner, had the financial standing of Mr. Greeley under investigation, and reported that the latter was in a position to command all the private capital necessary to carry out in every particular his gigantic plan for the transformation of Jamaica Bay into a first-class harbor for oceangoing freighters and passenger vessels.

WASHINGTON, March 3—A bill ordered reported by the House Rivers and Harbors Committee to-day, calling for an estimated expenditure of approximately \$31,000,000, would authorize the improvement of Jamaica Bay and its entrance with a view to securing a depth of 30 feet at mean low water as far as Mill Basin. The measure must now pass the Senate, and to that end New York City officials are working.

## DENIAL IS MADE THAT TRIPP CO. IS FOR SALE

INDIANAPOLIS, March 21—Reports circulated among shippers and storage executives that the Tripp Warehouse Co. of this city is for sale were formally refuted to-day by M. M. Bowen, who has been the company's manager since the death of Mr. Tripp two years ago. According to officers, the company will continue to be operated under the present controlling personnel.

Rumors that the Tripp Company purposed to dispose of its property to other warehousing interests have been heard in various parts of the country in recent months, and to offset the effect of these reports it was decided to issue the formal statement that they are unfounded.

### CONDITIONS IMPROVE IN KANSAS CITY DISTRICT

KANSAS CITY, MO., March 13—Volume of goods in the merchandise warehouses of Kansas City has shown steady improvement in the past two months. The advance is "right down the line," no one commodity showing any unusual gain. The business is larger in distribution as well as in storage, reflecting gradual expansion of trade and increased movement of merchandise.

Retailers are not yet ordering for Fall in any large amount; but a few orders are being placed here and there, indicating a loosening of the resistance to futures that had been long awaited. It is not expected, however, that much future business will be done until the middle of Summer on Fall and Winter merchandise.

Spot business is active and many industries are reporting a distinct improvement in orders for immediate shipment. Jobbers report that apparently the retailers of the territory will continue to order for immediate shipment right through the Spring. Some jobbers are in good shape to handle this demand, having well-balanced stocks; but others are said to need merchandise to fill out stocks. Jobbers are not buying any more extensively than are retailers; and though "the woods are full" of Eastern representatives, these visitors are doing little business.

The increased volume of distribution out of warehouses is said to reflect the disinclination of jobbers to buy, since retailers of the small towns are obtaining much of their supplies from these warehouses.

The chief factor is the general improvement in the condition of big banks in Kansas City. Virtually none of them owes any money. All have liquidated their own debts, because they have received payment on debts from country bankers. The country bankers have been able to take up their paper because the farmers have paid them.

This condition—the liquidation by farmers—is due directly to the higher prices of agricultural products, which have brought out unsuspected amounts of live stock and grain. The money which has been flowing to the farms has first gone to pay debts at banks; but shortly this movement is expected to be seen in increased purchasing by farmers, and in payment of debts to merchants.

#### Baltimore May Have L. C. L. Warehouse

BALTIMORE, March 6—The Merchants and Manufacturers Association has been informed by the Pennsylvania Railroad Co. that a plan for motor truck distribution of freight is under consideration for this city. It is the belief of Robert C. Wright, general traffic manager of the Pennsylvania, that the vast volume of less than carload traffic congests the rails of the terminals and interferes with the proper handling of carload traffic. For that reason he believes it should be eliminated entirely from important stations and provided for by the construction of a large warehouse on

the outskirts of the city from which store-door deliveries would be made by motor truck at the expense of the railroad.

#### New Eau Claire Company

EAU CLAIRE, WIS., March 1—The Eau Claire Wood Products Co. has changed its name to the Eau Claire Warehouse Co. and bonded itself for \$50,000. The company's trunk factory at First and Randall streets will be converted into a bonded warehouse. The company intends to continue the manufacture of Multitone machines as long as the demand for this product makes its production profitable. The third floor of the warehouse will be used for storage, and the first floor for the manufacture of Multitone machines. The second floor has been leased for other purposes. All patrons of the company are insured full storage service protected by its bonds.

#### Lincoln Company Will Build

MILWAUKEE, March 1—The Lincoln Warehouse & Van Co. is having plans prepared for construction of a six-story fireproof warehouse on the northeast corner of Third and Prairie streets. It is estimated the building will cost \$250,000. Plans for the warehouse, which will have steam heating systems, fire doors and elevators, were drawn up by G. H. Leipold. The structure will be built over several railroad terminals, affording direct shipping and unloading facilities. The company announces it will retain the Fourth street warehouse.

#### Southern Bonded's New Home

PETERSBURG, VA., March 15—The Southern Bonded Warehouse Corp. has moved into its new \$100,000 plant at 22 South Market Street. The structure has 50,000 sq. ft. of floor space, and merchandise, household goods and automobiles are stored.

#### Headley Company to Build

CHESTER, PA., March 11—Headley's Express & Storage Co., Inc., plans to begin building a new warehouse in April, to cost about \$200,000 and to contain 150,000 sq. ft. of floor space for merchandise, household goods and automobiles. The structure will be located at Upland, Fourth and Fifth streets.

#### Wagner Warehouse Improved

SPRINGFIELD, OHIO, March 13—One hundred fireproof compartments are being built on the fifth floor of the Wagner Fireproof Storage & Truck Co.'s warehouse at 400 S. Lowry Avenue. The improvement will cost about \$5,000.

#### Increased Capitalization

GREEN BAY, WIS., Feb. 21.—The Green Bay Warehouse & Storage Co. has increased its capital stock from \$25,000 to \$50,000. It is said Chicago, Milwaukee and Green Bay capital is interested.

### \$300,000 COLD STORAGE PLANT FOR GREEN BAY

GREEN BAY, WIS., March 1—Green Bay is to have one of the largest cold storage plants in the State. A plant will be constructed by the Green Bay Warehouse & Cold Storage Co. on Broadway near Kellogg street that when completed will represent a valuation of \$300,000. The plant will contain more than 75,000 feet of sharp freezer space, cooler space and dry storage space. This means the operation here of a large meat, butter, egg and fruit storage, as well as all miscellaneous storage, such as dried fruits and groceries.

Space has already been contracted for by Armour & Co., Chicago; C. A. Straubel Co., Green Bay; Fruit Growers Canning Co., Sturgeon Bay, Bingham, Risdon and De Pere; Northern Cold Storage Co., Milwaukee; Green Bay Sausage Co., Green Bay, and others.

Green Bay was chosen as the site because of transportation facilities and because of the belief that its facilities as a lake port will increase. This was announced at the offices of the investment corporation which, with Bartlett & Gordon, Inc., Chicago, financed the venture.

Twenty-two million pounds of cheese a year are shipped from this city. The new plant, with the great concentration of foodstuffs here, will have the effect of greatly increasing shipping, and in addition will stimulate the beef cattle industry, the dairy industry and the fruit raising industry. Butter and cheese will be stored in great quantities.

L. M. Hansen Co., Green Bay, has been awarded the construction contract, and it is not unlikely that day and night shifts of workmen will be run until the plant is completed.

#### New Warehouse for Sandusky

SANDUSKY, OHIO, March 13—A modern fireproof concrete and steel warehouse building has just been completed at 920 Maple Avenue for the Island & Terminal Transfer & Storage Co. It is a \$20,000 building with 12,000 sq. ft. of floor space and will be used for storing merchandise, household goods, cold storage products and automobiles.

#### "Office Kitten" Married

KANSAS CITY, MO., March 1—Miss Esther Charlotte Oberlin, recently retired as assistant secretary of the L. T. Crutcher Warehouse Co., was married to Joseph Harold Hart in the Holy Cross Church here on Feb. 25. Mr. and Mrs. Hart are spending their honeymoon in the East.

#### Bimberg to Build in 1923

ELMIRA, N. Y., March 14—Announcement is made by Joseph Bimberg Sons that a new warehouse will be built in 1923 at 316 Hathaway Street. The structure will contain at least 10,000 sq. ft. of floor space. Merchandise, household goods and automobiles will be stored.



## Necrology

### Charles L. Carbre

Funeral services for Charles L. Carbre, president of the New York State Warehousemen's Association and vice-president of the New York Furniture Warehousemen's Association, were held on March 3 in Mt. Vernon, N. Y., where Mr. Carbre lived and had been in business for more than twenty years. Many of Mt. Vernon's stores closed during the services as a tribute, as Mr. Carbre was president of the Rotarians in his city and his popularity was widespread. He died on Feb. 28.

Storage associations with which Mr. Carbre was identified were strongly represented among the several hundred persons who attended the funeral services. The National Furniture Warehousemen's Association sent its president, Charles S. Morris, New York. Representing the American Warehousemen's Association was Joseph W. Glenn, Buffalo, chairman of the executive committee of the A. W. A.'s household goods division. The presidents of three State organizations were present—William T. Bostwick of the New Jersey Furniture Warehousemen's Association; Grant Wayne of the New York Furniture Warehousemen's Association, and Walter E. Sweeting, Philadelphia, of the Pennsylvania Furniture Warehousemen's Association. Other warehousemen present included C. G. Wightman, Philadelphia, secretary of the Pennsylvania association; Louis G. Myers, Boston; and Walter C. Reid, William A. Meikleham, Charles R. Saul and Walter C. Gilbert, all of New York City.

### F. F. Dye

Fred F. Dye, president and treasurer of the Main Street Fire Proof Warehouse Co., Buffalo, died at his home in that city on Feb. 1. He was born in 1854. For many years he was identified with the storage business in Buffalo, for a long time being associated with the Cold Spring Storage Co., Inc. Mr. Dye was a member of the National Furniture Warehousemen's Association and the New York State Warehousemen's Association.

### George W. Moore

George W. Moore, for more than fifteen years proprietor of George W. Moore & Son, in the furniture moving and trucking business, died early in March at his home in Bridgeport, Conn. He was 73 years old.

### R. E. Orcutt

R. E. Orcutt, veteran warehouseman, died on Feb. 4 at his residence in Webster Groves, a suburb of St. Louis. He was born in Maine 84 years ago and served in the Civil War as lieutenant with the First Maine Cavalry. About 47 years ago he went to St. Louis and was in the warehouse business there for many years. His sons include R. L. Or-

cutt, president of the Langan & Taylor Storage & Moving Co.; H. W. Orcutt, treasurer of that company; F. E. Orcutt,



R. E. Orcutt,  
1838-1922

president of the Orcutt Storage, Packing & Moving Co., and T. W. Orcutt, secretary of that company. The funeral services on Feb. 8 were attended by ten Civil War veterans, members of the Grand Army Post at Clayton, of which Mr. Orcutt was a member. The pall bearers were six men who were in Mr. Orcutt's employ for thirty years.

### G. Harold Powell

G. Harold Powell, general manager of California Fruit Growers Exchange and a member of the Domestic Distribution Department of the Chamber of Commerce of the United States, died suddenly of heart disease at Pasadena, Cal., on Feb. 18. Mr. Powell was nationally identified with co-operative marketing conditions in this country.

### Eric A. Werner

Eric A. Werner, president of the Werner Bros. Fire-Proof Storage Co., Chicago, died on March 9, at his home at 737 Kenesaw terrace after an illness of a few days. Funeral services were held on March 11. The widow and four daughters survive.

Born in Sweden on Dec. 20, 1868, Mr.



Eric A. Werner,  
Dec. 20, 1868—March 9, 1922

Werner came to the United States in his youth and entered business in Chicago in 1892, in partnership with his brother, the late Emil Werner. The equipment consisted of a single horse and wagon; to-day the firm is one of the largest

## DALLAS STORAGE MEN "TELL THE PUBLIC"

DALLAS, TEX., March 6—The Dallas *Times-Herald* of yesterday's date publishes nearly a full-page story pointing out to shippers, and to the public generally, the economic advantage to the manufacturer of distributing through public warehouses rather than maintaining branch houses. The article is illustrated with photographs of storage plants operated by the Dallas Transfer Co., Dallas Storage & Warehouse Co., Inter-State Forwarding Co., and Pulliam Transfer & Storage Co. The *Times-Herald* says in part:

"A resolution was recently passed and a brief prepared and mailed to the Interstate Commerce Commission by the Texas Warehousemen's Association, of which W. I. Ford is president, pointing out the advantages of shipping by carload lots and distributing goods from warehouses.

"The resolution pointed out that much expenses would be saved the railroad in labor if this policy was fostered by them. Less than carload lots bring in more revenue for the railroad, but when all items of labor are added it is found that the carload lots will bring them in more revenue than the smaller lots.

"The railroad body was asked in the brief to point out these advantages to the various railroads of the country and suggest that carload lot shipments be given preference in travel and in rates so that more goods would be shipped that way. The railroads would cut down the operating cost a considerable amount by urging shippers to use carloads.

"The resolution and brief was sent to the Interstate Commerce Commission by Mr. Ford, who is associate manager of the Interstate Forwarding Co. of Dallas.

"Warehouses of Dallas have fostered many enterprises just entering this territory which, during the last few years, have grown to be among the largest houses of the city. Mr. Ford said Saturday that he could write down a list of more than 200 branch houses of Dallas which started out in the territory by using warehouse distribution."

*Note: The Dallas Times-Herald was in error saying the Texas association had filed a brief with the Interstate Commerce Commission. The brief in question is one which is being prepared on behalf of the American Warehousemen's Association for presentation to the Commission.—Ed.*

household goods storage plants in Chicago, controlling six fireproof plants and a fleet of motor trucks.

Mr. Werner was a member of the National Furniture Warehousemen's Association, Illinois Furniture Warehousemen's Association, Chicago Yacht Club, Traffic Club of Chicago, Ashlar Lodge No. 308, A. F. & A. M., and Furniture, Piano Movers and Expressmen's Association of Chicago.

K. A. Warner, who was manager and operating executive, has been appointed general manager of the company, which will continue in business.

## FOOD STORAGE PLANTS OPEN IN KANSAS CITY

KANSAS CITY, MO., March 11.—Two storage warehouse projects of magnitude have been established recently in Kansas City, reversing the usual order of distribution in this city. For these projects collect the foods produced in the territory, and hold them for distribution to the east and other directions, acting as reserve factors. They are therefore the complement of the usual warehouse service which collects the manufactured products of the East and other sections, holding them as reserves for distribution into this territory.

One of the new enterprises provides an extension of a class of service already rendered—this being the plant of the Kansas City Storage & Warehouse Co., to have a capacity of 20,000,000 pounds of perishable products, in buildings on 140,000 square feet of ground space in North Kansas City. It will handle fruit and produce, and besides cold storage facilities will have the usual egg-breaking rooms and similar adjuncts. The company is formed by men associated now in the United States Cold Storage Co. of Chicago, in connection with which the Kansas City plant will be operated, and other Chicago and New York men.

### The Reserve, Inc.

The second of the new storage enterprises handling food products is distinctly a new warehousing project, said to be the first of its kind in the United States. This is The Reserve, Inc., which will handle flour and feed only receiving these mill products from the millers of this producing country and holding it here subject to order for shipment. Transit rates will, it is said, be available on these commodities. Heretofore, the only reserve stocks of mill products have been those held by distributors in the usual course of their business, and by millers themselves. Ordinarily, products have left mills almost immediately upon production, and have passed quite promptly through middle hands. Now the principles of distribution which have operated so efficiently in the cases of other sorts of products, are to be applied to flour and feed. The manufacturer may send stocks to the warehouse, where they will be held subject to his order for shipment in any direction where demand may indicate or sales develop. The warehouse company will maintain also a sales department for co-operation with customers in the movement of flour.

The location of this Reserve warehouse at Kansas City was due to the proximity to the wheat and milling territory. Products are often if not usually routed through Kansas City to destination, and railroad facilities here accommodate shipments in any direction. The storage here is convenient as Kansas City is virtually the starting place of the final step in the distribution East, North or South. The situation is analogous to that of manufactured products from the East, which are warehoused

here for distribution into many directions through Kansas City territory.

The Reserve, Inc., has been organized with George C. Shane, president; Fred O. Shane, vice-president; C. L. Aller, vice-president; William Reid, treasurer, and L. C. Carroll, secretary. The president and vice-president are of Shane Brothers & Wilson Co., operating flour mills at Philadelphia, Minneapolis and Circleville, Ohio; Mr. Aller operates the Crete Mills at Crete, Neb.; Mr. Reid was formerly with the Larrabee Flour Mills, and Mr. Carroll is president of the North Platte Flour Mills Co., North

## PAGE MR. S. HOLMES

CHICO, CAL., March 10—Showers of rocks that fell on the warehouse owned by J. Charge here have baffled the police, neighbors and various official and unofficial investigators. To-day Mr. Charge offered a reward of \$200 to the person revealing the source of the rocks.

While the town marshal and a committee of newspapermen and others were examining the corrugated iron roof yesterday, a shower of large smooth rocks fell, sending the investigators scurrying for cover. Others, standing on the street at the time, declared the rocks seemed to come straight from the clouds.

Those employed in the building reported that the mysterious bombardments of the roof had been occurring periodically for three weeks.

Platte, Neb. Many novel devices for distributing mill products through the warehouse will be installed. The company has leased the Rumley Building, North Kansas City, four stories, 136,000 square feet.

### Purchase by Lee Brothers

NEW YORK, March 14—The twelve-story office and storage building at Park Avenue and 125th Street has been purchased by Lee Brothers, Inc., the present tenants, who operate a number of warehouses and furniture stores. The Lee lease did not expire until 1934, but the upward turn in realty values in 125th Street caused the company to purchase now in order to secure permanent ownership. The property is assessed at \$500,000.

### Lyons Now Lynn Manager

LYNN, MASS., March 1—John J. Lyons, for many years export freight manager for Patterson, Wyld & Co., Boston, has resigned that position to become manager of the Lynn Storage Warehouse Co.

Mr. Lyons is a well known figure in New England shipping circles.

## TRANSIT STORAGE RATES BOOM N. E. WAREHOUSING

NEW BEDFORD, MASS., March 10—Storage in transit privileges on cotton and cotton linters in carload are now allowed by the New York, New Haven & Hartford Railroad Co. at New Bedford and Fall River, Mass., and Auburn, Fox Point and South Providence, R. I., and the arrangement is working beneficially for the warehouse industry.

Under the new system Southern shippers may place their cotton in transit, send actual samples along to their dealers in New England, sell the cotton in transit if possible, and if not, it will go into storage and may be held there for a period of twelve months. During that time it may be shipped to points east of Providence to Worcester and other points east and north of Worcester, on the through rate from point of origin in the South to ultimate destination, plus a charge of seven cents per 100 pounds, known as the transit charge.

The local freight would average probably 31 cents per 100 pounds from New Bedford to points in New England. The storage in transit arrangement, therefore, makes a substantial saving over the local freight rates and means that when a dealer has cotton stored here he is not dependent on New Bedford as a market, but may ship to other points without much additional expense. Thus the storage in transit privilege is expected not only to result in a larger volume of the cotton movement taking place over the water route set forth in the New Haven's new tariff, but will probably aid materially in bringing about a condition where there will be sufficient cotton carried here for spot sale to make it possible for New England mills to fill their immediate needs at short notice.

The water route mentioned is *via* Gulf ports and coastwise steamship lines to New York and thence *via* the New England Steamship Co. to New Bedford and other points mentioned in the tariff.

### Foreign Forwarding Booms

WASHINGTON, March 11—The Security Storage Co. reports considerable activity in its foreign forwarding department. Within the past six months the company has forwarded eleven lift van loads to Paris, one carload to Cannes, two automobiles to Paris, one to Peru, one to Siam, two lift vans to England, six to Berlin, one load to Bucharest, Roumania, and one to Kupio, Finland, as well as numerous smaller shipments to China, Japan, South America and various parts of Europe.

The decline in shipping rates is thought to have stimulated this branch of the Security's business.

### Western Issues New Tariff

EDMONTON, ALBERTA, CAN., March 1—A new cartage tariff to wholesale merchants and manufacturers has been issued by the Western Transfer & Storage, Ltd., of this city, effective today. This cancels all previous issues.



## Merger Assured of National Team and Motor Truck Owners and National Association of Commercial Haulers

CLEVELAND, March 18—Plans for amalgamating the National Team and Motor Truck Owners Association and the National Association of Commercial Haulers were laid at a meeting of the directors of the two organizations at the Hotel Statler here yesterday and to-day.

A joint convention will be held at Cedar Point, Ohio, on June 26, 27 and 28 with a view to consummating the proposed merger, which had the unanimous approval of the directors who assembled here.

It was the opinion of the directors that the existence of the two organizations in the same field was an economic waste and involved duplication of effort. Unity of purpose and action among motor truck owners was held to be needed now more than ever before. It was pointed out that the soldier bonus looms on the horizon, surmounted by a large question mark as to how the money is to be raised. Prohibition has not only cut off an enormous Federal revenue at the source, but is costing the Government millions of dollars to enforce, turning a big asset into a big liability. And the war bill will be a long time in the paying.

The Government must raise money somewhere, as must the States and the municipalities, and motor trucks present a golden field of endeavor to the eye of the bewildered Legislatures. So that, unless trucks are to bear far more than their fair share of the burden, or even be taxed out of existence, commercial haulers and truck fleet owners generally must present a united front to the threatening descent on them.

### Sted and Collins Retire

It transpired during the meeting here that C. R. Collins, New York, had resigned as general manager of the National Association of Commercial Haulers, and that S. A. Sted, Cleveland, had resigned as president of that organization.

J. X. Galvin, president of the truck owner's body, appointed the following committee to arrange the June convention: chairman, Paul J. Herbert, Youngstown; badges, registration, M. T. Green, Buffalo; hotel and publicity, C. Kolerick, Cleveland; transportation, Ben Lewis, Cleveland; program, speakers, entertainment, S. A. Sted, Cleveland.

At a preliminary meeting of the truck owners, resolutions were adopted expressing sympathy because of the death of P. J. Finnegan, who was head of the Chicago Cartage Exchange, and Samuel H. Gottry, who was president of the Sam Gottry Carting Co., Rochester, N. Y., warehousemen.

### Wrong Truck Sales Method

At the joint meeting Mr. Galvin said that an understanding must be effected between truck manufacturers and cartage men. He deplored the acts of certain motor truck dealers who sell motor trucks under the guise of transportation

service, by inducing farmer boys and inexperienced persons to invest money in motor freight transportation service which is economically unsound and at rates that are in some cases lower than rail.

He attacked the plan of store door delivery which is being advocated by certain associations. He declared that the plan would put out of business firms that could give more economical service than could any one individual hauling concern or the railroads with cartage equipment owned by themselves. He declared that the movement savored strongly of efforts to sell equipment to the railroads, and as such was resented by the men who engaged in commercial hauling for a living. He stated that the store door delivery plan would inevitably create a monopoly, and the public would suffer in the form of higher cartage rates.

### Overloading Deplored

Mr. Galvin attacked also the practice of overloading trucks and deplored the fact that return loads were being taken at ridiculously low rates, which had a tendency to bring down legitimate rates for intercity hauling and resulted in business disaster to the highway transport companies. He pointed out that no reductions were made by any other transportation companies for return loads (such as railroads, steamship lines, etc.).

The speaker asserted that truck operators were responsible for a great amount of adverse legislation being en-

acted in various sections of the United States. Speeding and overloading, he declared, were two unfavorable offenses against the commercial hauling industry, and he declared that the N. T. & M. O. A. would wage a strenuous campaign against these practices. He cautioned the cartage men to ponder carefully before investing in motor trucks until legislation affecting the operation of motor trucks could become more universal. He showed how at the present time a motor truck starting from one State to another could, without intention, break the laws of numerous counties and even States, en route, due to differences in highway laws.

The N. T. & M. T. O. A. adopted a resolution favoring a Federal law which would compel owners of motor trucks to carry public liability insurance in a responsible insurance company on such vehicles.

Warehousemen present at the joint meeting included the following directors of the N. T. & M. T. O. A.: Joseph W. Glenn, of O. J. Glenn & Son, Buffalo; H. G. Beebe, Union Truck & Storage Co., Jackson, Mich.; Carlisle Cameron, Cameron Transfer & Storage Co., Minneapolis; Paul J. Herbert, William Herbert & Son, Youngstown, Ohio, and W. C. Wheelock, Liberty Cartage Co., Cleveland. Warehousemen present who are directors of the N. A. of C. H. included E. H. Lee, H. C. Lee & Sons Co., Toledo; F. C. Hackett, Toledo Terminal Warehouse Co., Toledo, and S. A. Sted, General Cartage & Storage Co., Cleveland.

## NEW WACO COMPANY TO BUILD \$1,000,000 PLANT

WACO, TEX., March 14—The Waco Fireproof Storage Company has been organized here with capital stock of \$150,000 and has taken over the Waco Transfer & Storage Co and the Waco Transfer Co. The officers of the new company are C. W. Meadows, president; W. L. Geer, vice-president; Temple Harris, vice-president and general manager, and J. W. Davis, secretary and treasurer. The company will engage in merchandise distribution, general storage, baggage transfer, moving, packing and shipping and will act as manufacturers' representatives. The office is at 813 Franklin Street.

### 50,000 Sq. Ft. Area

A new building is to be erected at First and Marys streets, to cost \$100,000 and to contain 50,000 sq. ft. of floor space.

Mr. Harris, vice-president and general manager, organized in 1913 what was then known as the Fort Worth Warehouse & Transfer Co. and erected fireproof warehouses in 1913 and 1918, selling the company's interests in 1919 to other parties in order to engage in service motor truck distribution at the height of the oil rush through northwest Texas. Later he had the Texas and northern Mexico agency for the Diamond T truck. He now returns to warehousing with

plans for one of the most modern warehouse plants in Texas. Mr. Meadows, president, has recently been on a business trip to New Orleans, Memphis, Chattanooga, Asheville, N. C., New York, Chicago and St. Louis.

### Walkup and Cutter Combine

SAN FRANCISCO, March 16—Announcement was made to-day of the merger of the Walkup Drayage & Warehouse Co., in business here since 1906, and Cutter & Co., a drayage concern organized more than sixty years ago. The amalgamated interests will be operated under the Walkup company's present name, with W. G. Walkup, president of the Walkup company, continuing in that office. The general manager will be Charles E. Cutter, son of Daniel Cutter, who founded the firm which bears his name.

### New Pasadena Warehouse

PASADENA, CAL., March 18—The Pasadena Transfer & Storage Co. is erecting a new warehouse at 55 South Marengo Avenue, to contain 65,000 sq. ft. of floor space. The building will cost approximately \$150,000 and will be used for storage of merchandise, household goods and automobiles.

# WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

## Incorporations

**Indiana District Warehousing Corp.**, Madison, Ind. Capital, \$142,500. Incorporators, M. L. Harris, D. C. Rogers, C. N. Finch, J. T. O'Neal, C. E. Danner, R. J. Nowlin and George Bohannon.

**Central Ice & Cold Storage Co.**, Vine-land, N. J. Capital, \$200,000. A. L. Williams is president.

**Municipal Cold Storage Corp.**, New York City. Capital stock, \$250,000. Incorporator, F. W. Miller, Brooklyn.

**Peerless Transportation Co.**, Dayton, Ohio. Capital, \$15,000. Incorporators, H. A. Estabrook, S. L. Finn, O. F. Schmidt, Mildred Schmidt and Rudolph Wirsching.

**Rochester Terminal & Canal Corp.**, Rochester, N. Y. Comprising two organizations—Rail & Canal Terminal Co., Edward B. Foote, general manager, to handle loading and unloading of freight; and Rail & Canal Transportation Co., to handle bulk freight. A warehouse, 40 by 250 ft., will be constructed.

**Northern District Warehousing Corp.**, Carrollton, Ky. Capital, \$640,110. Incorporators Charles Gerherd, C. O. Hempfling, T. C. Forbes, A. B. Chilton, C. B. Love, John Bond, C. S. Tandy, L. P. Alexander and B. T. Robertson, Jr.

**Eastern District Warehousing Corp.**, Maysville, Ky. Capital, \$685,110. Incorporators, E. F. Boyd, Jr., H. L. Corlis and William Highlander.

**Western District Warehousing Corp.**, Shelbyville, Ky. Capital \$595,110. Incorporators, J. E. Gray, John Chambers and Henry Bell.

**Tri-State Distributing Co.**, Cleveland. Incorporators, Warren H. Dunn and Clotel Hartford.

**Castle Rock Grange Warehouse Co.**, Castle Rock, Wash. Capital stock, \$5,000. Incorporators, F. A. Haglin, R. D. Morrison, E. A. Johnson and B. R. Searls.

**Ace Storage Warehouse**, New York City. Capitalization, \$10,000. Incorporators, J. Ullmann and S. Rosenthal.

## New Grand Rapids Warehouse

**GRAND RAPIDS, MICH.**, March 11—A new warehouse with 40,000 sq. ft. of space is being constructed for the Columbian Storage & Transfer Co. at a cost of about \$33,000, for storage of merchandise. The building is located at 435-447 Ionia Avenue.

## Pittston Company is Building

**PITTSBURGH, PA.**, March 14—An \$8,000 warehouse with 7000 sq. ft. is being built by the Pittston Transfer & Storage Co. as an addition to its present structure.

Merchandise, household goods and automobiles will be stored. The additional space will give the company a total of 22,000 sq. ft.

## \$200,000 Fire in Brooklyn

**BROOKLYN, March 21**—Fire to-night did \$200,000 damage in the Wallabout Market storage district. Ten two-story structures were nearly destroyed, the loss falling in part on the Wallabout Merchants Storage Co. The buildings were stored with produce.

## MORE TRUCK MAKERS ANNOUNCE PRICE CUTS

(Concluded from page 32)

Corp. of Canada, Ltd., as follows:

		Old	New
Gary	1		\$1,495
Gary	1 1/4-1 1/2	\$2,100	2,600
Gary	2	2,550	2,900
Gary	2 1/2	3,150	3,800
Gary	3 1/2	4,050	4,900
Gary	5	5,150	5,900

## NEW TRUCK MODELS

One-ton and half-ton models of commercial electrics have been added to the truck line of the Millburn Wagon Co., Toledo. The larger chassis sells for \$1,985 and the half-ton for \$1,585. The 1-ton has a 128-in. wheelbase and has maximum speed of 15 miles per hour light and 14 when loaded. The half-ton has a 115-in. wheelbase and runs 18 miles per hour light and 17 when loaded.

The Steinmetz Electric Motor Car Corp. is planning to start production soon on its new 3/4-ton electric truck at the factory at Arlington, Md. It is probable the chassis will sell for about \$1,600.

The Dorris Motor Car Co., St. Louis, has added a 1-ton model, known as K-2. The wheelbase is optional at 120, 138 or 150 inches.

## Hamman Company to Build

**DECATUR, ILL.**, March 14—The Hamman Bros. Transfer & Storage Co. is planning a fireproof warehouse, with 40,000 sq. ft. area, in the 200 block on North Broadway Street, to cost approximately \$48,000. It will be utilized for storage of merchandise, household goods and automobiles.

## New Greensboro Warehouse

**GREENSBORO, N. C.**, March 11—The Greensboro Warehouse & Storage Co. has completed a \$60,000 storage plant containing 32,400 sq. ft. of floor area at Second street and Virginia avenue. The structure is for storing merchandise, household goods and automobiles.

## New Buildings, Etc.

**Hubbell Storage Co., Inc.**, Saugatuck, Conn., has disposed of its business to Novak, Tobin & Knorr, of Norwalk, Conn., who will continue the firm under the name of Saugatuck Storage Co., recently incorporated under the laws of Connecticut.

**Premier Fireproof Storage Co.**, Los Angeles, will increase to eight stories the size of its new warehouse at Santa Monica Boulevard and Cahuenga Avenue. The building will be 60 by 100 ft., of reinforced concrete.

**Oskaloosa Ice & Cold Storage Co.** is the new name of the reorganized Oskaloosa Artificial Ice Co. of Oskaloosa, Iowa.

**Dayton Terminal Cold Storage & Ice Co.**, Dayton, Ohio, is building a new plant.

**T. B. Wickwire Co.**, warehouse men and transfer agents of Norwalk, Conn., has added two 2-ton Mack trucks to its fleet.

**Pennsylvania Warehousing & Safe Deposit Co.**, Philadelphia, is planning an eight-story warehouse, 78 by 120 ft., on Delaware Avenue between Pine and Lombard Streets. The structure will be of concrete, steel and brick.

## Cold Storage Bill Killed

**BOSTON, March 9**—A bill which which reduce from twelve months to six the period in which food might be kept in cold storage was killed in the House to-day. The measure, introduced by Representative Driscoll of Roxbury was criticized by a number of members, who insisted that it would increase the cost of living.

## Elgin Company to Build

**ELGIN, ILL.**, March 1—The Elgin Storage & Transfer Co. plans to build a three-story brick warehouse to cost between \$60,000 and \$70,000 on North Street near the company's present structure. The capital stock has been increased from \$8,000 to \$50,000. According to A. C. Muntz, president, the addition has become necessary because of growth in both the storage and garage business.

## Kansas Co. Will Build

**PITTSBURGH, KAN.**, March 17—A \$40,000 warehouse for storage of merchandise, household goods, cold storage products and automobiles is being planned by the Merchants' Transfer & Storage Co. The building will be erected at 12th street and Broadway and will contain 14,400 square feet of floor space.





*Concrete Storage Warehouse under Austin Construction*

## Low First Cost Low Operating Cost

Besides the low building costs that prevail today, Austin Engineers can give you the type of warehouse structure that will insure low operating costs as well.

You will have nearly 50 years of engineering and building experience applied to your problem. You will have the most practical layout with the best arrangement of storage space, elevators, loading platforms, etc.

The cost of warehouse storage and garage buildings has now reached a point where your investment can be fully protected and a substantial profit insured.

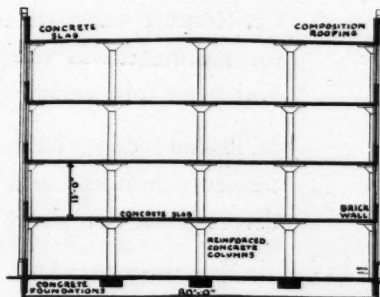
Consultation with Austin Engineers involves no obligation. Phone, wire or use the coupon.

### THE AUSTIN COMPANY, Cleveland Warehouse Engineers and Builders

CHICAGO DETROIT PITTSBURGH PHILADELPHIA  
NEW YORK DALLAS ST. LOUIS  
THE AUSTIN CO. OF CALIFORNIA, LOS ANGELES

### The Scope of Austin Warehouse Service

- Install R. R. switch.
- Design or construct R. R. siding and trestle.
- Economical design of building and equipment.
- Construction with men hired locally, under supervision of experienced Austin engineers.
- Installation of equipment.



*Austin No. 9 Standard Reinforced Concrete warehouse of fireproof construction.*

# AUSTIN

ENGINEERING  
BUILDING  
EQUIPMENT



**THE AUSTIN COMPANY, Cleveland**  
D & W-4  
Gentlemen: We contemplate the erection of a \_\_\_\_\_ No. of  
stories \_\_\_\_\_ Width \_\_\_\_\_ Length \_\_\_\_\_ We will  
be pleased to receive helpful building data which  
we understand will be sent without obligation.  
Name \_\_\_\_\_  
Individual \_\_\_\_\_  
Address \_\_\_\_\_



# Storage Is Civilization

and He Who Builds a Warehouse  
is More Worthy of Honor Than He  
Who Builds a Palace

**P**RIMITIVE MAN ate his food where he killed or plucked it. Only when he stored a surplus, in the plains of Mesopotamia and the lakes of Switzerland, did he find freedom from hunger for a long enough time to devote himself to the thought and arts that raised him above the brutes.

Civilization traveled through Gaul with the eagles of Caesar, but its fountainhead was the series of subterranean silos which fed his troops and their followers.

In Russia today, where distribution and warehousing are almost unknown, we see a hundred and fifty millions starving because their attention was diverted for two short years from the imperative business of production.

At this moment America's reserves stand between the world and the Wolf. For many years to come they must be mankind's only guaranty of civilization. Therefore, *build warehouses*. So shall the world pay tribute of money and respect to the warehousemen of America.

Moore & Dunford  
*Warehouse Engineers*  
744 First National Bank  
Chicago, Ill.



# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## SELLING SERVICE

**W**HEN the Traffic Department of the American Steel & Wire Co., Cleveland, needs Warehouse Service at any distant point it consults the advertisements in *Distribution & Warehousing* and there obtains the necessary information.

Other national distributors do the same thing.

The merchandise warehouseman effectively and profitably sells his wares—Service and Space—by constantly spreading his story on the pages of the Shippers' Index section which follows.

*The Warehouseman who advertises  
his ability to serve is deserving of  
the Shipper's first consideration*

## CONVENTION CALENDAR

April 21 .....	Missouri Warehousemen's Association .....	St. Louis
June 14 .....	Pittsburgh Furniture, Storage & Movers' Association .....	Pittsburgh
June .....	Shippers' Warehousing & Distributing Association .....	(To be decided)
July .....	Central Warehousemen's Club .....	(To be decided)
July .....	National Furniture Warehousemen's Association .....	(To be decided)
August .....	Texas Warehouse and Transfer Men's Association .....	(To be decided)
December .....	American Warehousemen's Association .....	(To be decided)
December .....	Illinois Association of Warehousemen .....	Chicago
December or January .....	New York Furniture Warehousemen's Association .....	New York City
January .....	New Jersey Furniture Warehousemen's Association .....	(To be decided)

**BIRMINGHAM, ALA.**

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

**BIRMINGHAM, ALA.***"The World Moves—So Does Goodman"***GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

**BIRMINGHAM, ALA.****BIRMINGHAM, ALA.****HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

**BIRMINGHAM, ALA.****Hess-Strickland Transfer  
& Storage Co.**General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

The Men Who Distribute

**Bixby's Blacking**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**MOBILE, ALA.****Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

**Mobile, Ala.****MONTGOMERY, ALA.**

L. J. MOELLER, Mgr.

**CONSOLIDATED DRAY LINE,  
INC.**

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled

Storage Warehouse, P. O. Box 552

Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

**SELMA, ALA.***Selma—In the Heart of Alabama*THE LOGICAL POINT  
OF DISTRIBUTION  
TO POINTS WESTOur wholesale trade compares favorably with  
Montgomery, Birmingham and Mobile.

SEND YOUR BUSINESS TO

**Alabama Warehouse**

BONDED

*Complete storing and shipping facilities. Private  
track connecting with all railroads entering  
Selma with free switching privileges.*We are equipped to render full and satisfactory services  
to manufacturers—receiving, storing and distributing  
merchandise promptly and with all attention to detail.

OTTO K. ERHART &amp; CO.

UPTOWN WAREHOUSES AND OFFICE:

Opposite L. &amp; N. Passenger Station.

PLANT: SELMA ST. AND RAILROAD.

**NOGALES, ARIZONA****The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Bldg S. P.



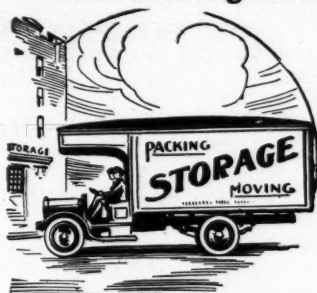
## FORT SMITH, ARK.

**O. K. Transfer and Storage Co.**

**MOVING  
SHIPPING  
STORING**

Pool-Car  
Distributing  
a Specialty

Fort Smith,  
Ark.



## LONG BEACH, CAL.

LONG BEACH OFFICE:  
144 Pacific Ave.

LOS ANGELES OFFICE:  
426 Alameda St.



HOUSEHOLD GOODS Removals, Storage, Packing, Forwarding  
MEMBER { California Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

MERCHANDISE Warehouseing, Distributing

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

## TEXARKANA, TEXAS

**HUNTER TRANSFER CO.**  
TEXARKANA, TEXAS

STORAGE TRUCKING  
DISTRIBUTORS MOVING

## LOS ANGELES, CAL.

Consign your goods to

**AMERICAN TRANSFER CO.**  
**FIREPROOF STORAGE**

MERCHANDISE, HOUSEHOLD GOODS AND  
AUTOMOBILES

Prompt Delivery Service

730 W. Pico St., Los Angeles

## BERKELEY, CAL.



**STUDENTS  
TRANSFER & STORAGE CO.**

MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

EL CENTRO, CAL.  
IMPERIAL VALLEY

**PIONEER TRUCK and  
TRANSFER CO.**

Warehouse: S. E. Cor. 3rd & State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

## LOS ANGELES, CAL.

**California Fireproof  
Storage Co.**

2808 West Pico St., Los Angeles, Calif.

**EXCLUSIVELY HOUSEHOLD  
GOODS**

Two large Fireproof Warehouses and  
Distributors of Pooled Cars.

Reference—Dunn, Bradstreet or any Los Angeles Bank.

## FRESNO, CAL.



FIRE-PROOF  
LOW INSURANCE

**STATE CENTER WARE-  
HOUSE & COLD  
STORAGE COMPANY**

General Merchandise storing and  
distributing.

Packing, Crating and Shipping of  
Household Goods.

## FRESNO, CAL.

**Valley Van & Storage Co., Inc.**  
Private Spur

Distributors of Pool Cars of

Household Goods, Machinery and Merchandise

Office: 842 Broadway, Fresno, Calif.

## LOS ANGELES, CAL.



**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in

**SOUTHERN CALIFORNIA and ARIZONA**

and to

**TRANS-PACIFIC PORTS**

322-324 EAST THIRD STREET

The Men Who Distribute

**Konstructo Toys**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all business intrusted to us.

We have a seven-story reinforced concrete warehouse.

We consolidate and solicit distribution of consolidated cars of household goods.

Frank Robert Palmateer, Prop.

## LOS ANGELES, CAL.

**FELLOW WAREHOUSEMEN**

YOU SHOULD select your correspondent warehouse with the same care you do your bank.

We solicit your carload and L. C. L. shipments of HOUSEHOLD GOODS and AUTOMOBILES.

**Los Angeles Warehouse Co.**

W. E. BROCK, Managing Director F. M. BROCK, Secretary

ESTABLISHED, 1906—INVESTMENT, \$650,000.00

## LOS ANGELES, CAL.

**SHATTUCK & NIMMO  
WAREHOUSE CO.**

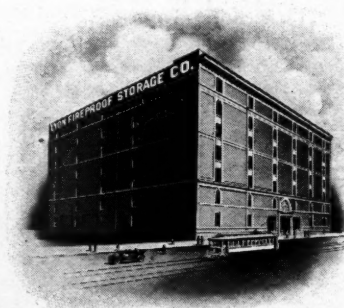
*Commercial and  
Household Furniture  
Storage  
Carload Distribution a  
Specialty*

Ample private trackage at  
Plant and equipment for  
prompt and efficient service

## MEMBERS

American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
Local Rotary Club and Chamber of Commerce

## LOS ANGELES, CAL.



Superior Service—when Bill of Lading is mailed us.

Collections handled promptly.

Fleet of Pierce-Arrow Trucks always at your customers' service.

Fireproof Warehouse on tracks.

TELEPHONE



WEST 513

***Lyon Fireproof Storage Co.***

1950 SO. VERMONT AVE. LOS ANGELES



LOS ANGELES, CAL.



Warehouse No. 9

**Traffic  
Managers  
and  
National  
Distributors**

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate  
18c per \$100.00  
per year.



Warehouse No. 1

**Union Terminal Warehouse Company**

LOS ANGELES, CAL.

**WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION**

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
941 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

**WE GUARANTEE SATISFACTION  
To Customer and Shipper**

**SEND US YOUR BILL OF LADING. WE  
HANDLE ANYTHING** from a package to a  
carload.

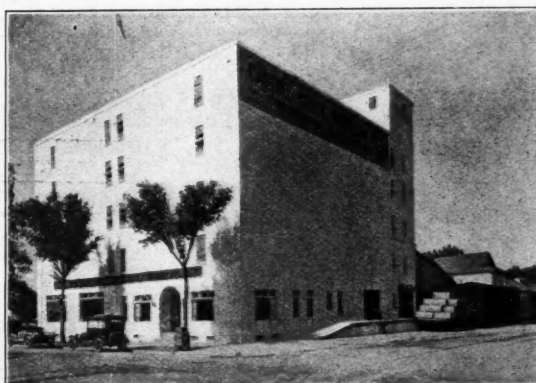
**SOUTHWEST VAN & STORAGE CO.**  
1421 W. 24th St., Los Angeles, Calif.

OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



SACRAMENTO, CAL.



General Merchandise, Furniture and Household  
Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.  
Motor Equipment

Pool Car Distributing and Forwarding

**Capital Van and Storage Co.**  
Sacramento, California

*Write for Our Freight Tariff*

## SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SAN DIEGO, CAL.

WE SOLICIT YOUR  
 SHIPMENTS AND POOL CAR  
 DISTRIBUTION

**PRUDENTIAL**  
 STORAGE AND MOVING CO.

LOS ANGELES  
 OFFICE  
 941 W. 16th ST.

SAN DIEGO  
 OFFICE  
 Spreckels Building  
 962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

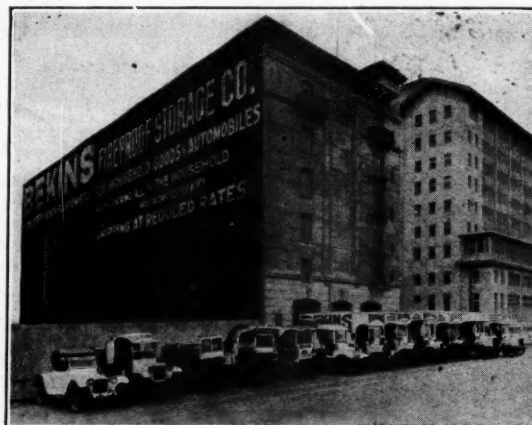
Members Pacific Coast Furniture Warehousemen's Ass'n.  
 National Furniture Warehousemen's Ass'n.

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SAN FRANCISCO, CAL.



## California Distributors

Distributing headquarters are maintained in San Francisco, Oakland, Fresno and Los Angeles—the four big population centers of California. Write us for detailed information.

**BEKINS**  
 Fire Proof Storage

SAN FRANCISCO 13th & Mission    OAKLAND 22d & San Pablo    FRESNO 1248 Van Ness Ave.  
 LOS ANGELES, 1341 Figueroa St.

## SAN FRANCISCO, CAL.



**SAN FRANCISCO**  
**Associated Terminals Co.**

SAN FRANCISCO — SACRAMENTO



**PUBLIC WAREHOUSES**

**POOL CARS**

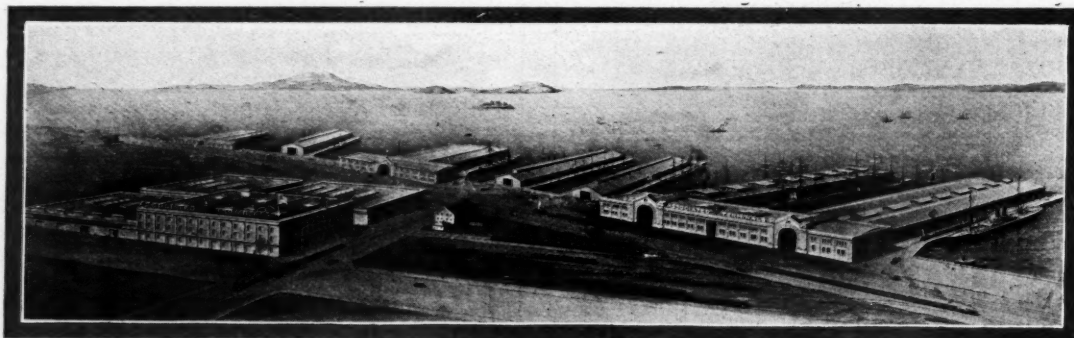
&

**DISTRIBUTION**

General Storage,  
 Wharf and Rail Facilities,  
 Ships Clerking, Stevedoring,  
 Public Weighing, Forwarding,  
 Reconditioning, Stenciling,  
 Marking, Strapping,  
 Over-sacking, Re-sacking,  
 Bean and Grain Cleaning,  
 Polishing and Grading,  
 Oriental Oils Transferred from  
 Package to Bulk  
 Coffee Mixing, Grading  
 and Conditioning

HARBOR U. S. BONDED AND  
 FREE WAREHOUSES  
 PIERS 29 AND 31  
 CHINA BASIN WHARVES  
 AND WAREHOUSES  
 PIER 54  
 ISLAIS CREEK VEGETABLE  
 OIL TERMINAL  
 SAN FRANCISCO  
 SACRAMENTO VALLEY DOCK  
 AND WAREHOUSES  
 SACRAMENTO, CALIFORNIA

GENERAL OFFICES, 324 SANSOME STREET, SAN FRANCISCO



Harbor U. S. Bonded and Free Warehouses and Piers 29 and 31



## SAN FRANCISCO, CAL.

**The Haslett Warehouse Co.**

228 Pine St., San Francisco

San Francisco is the **CENTER** of the U. S. A. on the Pacific Ocean. We are in the **CENTER** of its **SHIPPING** and **COMMERCIAL** district.

**PIONEER** IN THE **DISTRIBUTION** FIELD AND **WAREHOUSE** BUSINESS. CAN

**H**ANDLE ANY SHIPMENTS

**A**s desired. Our 15 warehouses are **S**o convenient to **DOCKS** and **RAILROADS**, **L**ocated so close to both, that it is an **E**asy haul to a **HASLETT WAREHOUSE**. **T**ruck connections with all lines. **T**hese, low insurance rates, bonded and free space and motor truck service, are but a few of the facilities we offer.

S. M. HASLETT  
President

P. E. HASLETT  
Secretary

## SAN FRANCISCO, CAL.

**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

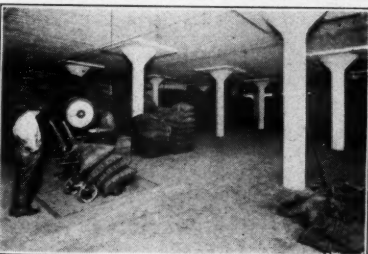
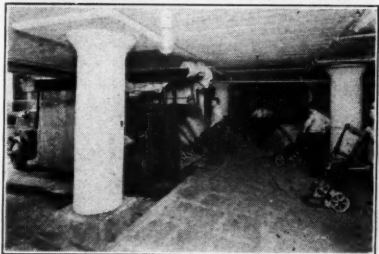
We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**

625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.

**Would You Like to Warehouse and Distribute from San Francisco?**

If so—Walkup Service easily solves what is often a very knotty problem.

We have a new five-story fireproof warehouse with spur track and most modern handling facilities and the lowest insurance rates of any warehouse in San Francisco.

An expert office force fills orders, ships, takes care of all details of billing, just as efficiently as your own office people. Walkup Service assures you prompt shipping to all Pacific Coast States—opens up a territory that you may not now be covering—practically gives you a branch office in San Francisco.

Write and tell us your requirements and we will show you how we can serve you.

# WALKUP

## Drayage & Warehouse Company

351 Bryant Street  
San Francisco

## DENVER, COL.

## THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention.

Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

## BRIDGEPORT, CONN.

## The General Warehousing Co.

No. 1337 Seaview Ave.

### A New Fireproof Dry Warehouse

Goods received by rail at our doors will be stored, repacked and distributed daily to

Norwalk, South Norwalk, Stamford, Danbury, Milford, and all intermediate towns

## DENVER, COL.

## THE UNITED STATES Transfer & Storage Warehouse Co.

1934 Broadway, Denver, Colorado

Storage of general merchandise and household goods.

We make a specialty of Pool Cars and Distribution.

Transfer work of all kinds, both City and Country.

Expert Packers, Motor Trucks and Vans.

Two Warehouses.

Member of Denver Transfer's Companies Assn.

## BRIDGEPORT, CONN.

## MOORE'S STORAGE WAREHOUSE

GEO. P. MOORE, Prop.

STORAGE OF FURNITURE IN SEPARATE ROOMS

PIANOS STORED IN SEPARATE ROOM

Furniture Crated and Packed for Shipping by Rail  
China and Bric-A-Brac Packed in an Expert Way  
Padded Box Vans for Warehouse and Long Distance MovingOFFICE AND WAREHOUSE:  
509 UNION AVENUE. BRIDGEPORT, CONN.

The Men Who Distribute

## McDougall Kitchen Cabinets

Read DISTRIBUTION &amp; WAREHOUSING and consult the Shippers' Index

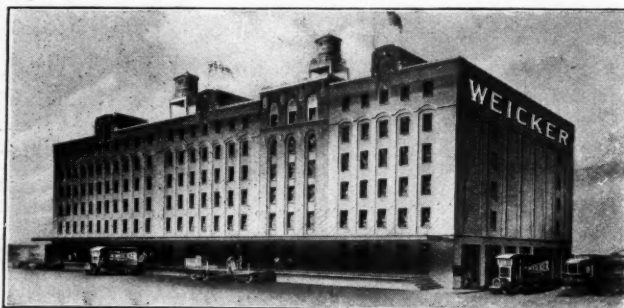
## DENVER, COL.

## When You Need SERVICE in Denver and vicinity

*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

## THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado



**HARTFORD, CONN.**

Established 1850

Incorporated 1908

# Ship Freight in Care of The Bill Brothers Company

**GENERAL TRANSFER AND  
FORWARDING AGENTS**

**46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

## STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

**WATERBURY, CONN.**

## Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators

Fireproof Buildings

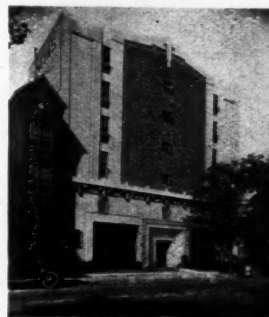
Cap. 562 Rooms

Members N. F. W. A.

**WASHINGTON, D. C.**

**Fireproof  
Construction  
Service-  
Promotion**

Regular Long Distance  
Hauling  
Baltimore to New York  
and  
Way Points-Services



**Smith Transfer & Storage Co.**

1313 You Street, Washington, D. C.  
MEMBERS N. F. W. A.

**WASHINGTON, D. C.**



When in need of Merchandise Warehouse Service of any kind in

WASHINGTON, D. C.

*Call on Us*

**The Terminal Storage Co.**  
of District of Columbia

First and L Streets, N. E.

B & O Sidings to Warehouses

**HARTFORD, CONN.**

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO.

JOSEPH M. FELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

**HARTFORD, CONN.**

## HARTFORD

**DESPATCH & TRUCKING CO.**

HARTFORD, CONN.

*Movers, Forwarders and Warehousemen*

**NEW LONDON, CONN.**

## B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

**WATERBURY, CONN.**

## The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

The Men Who Distribute

## Colgate Laundry Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

## MEMBERS:

National Furniture  
Warehousemen's AssociationEfficient and Courteous  
Service

Modern Fireproof Warehouse

We send our check *immedi-  
ately* upon receipt of bill of  
lading, for your charges.

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase &amp; Alceiz Streets

## PENSACOLA, FLA.

**PENSACOLA, FLA.**

Storage—Distribution—Forwarding

Merchandise Only

Prompt Service—Accurate Accounting

**THE M. F. GONZALEZ COMPANY**

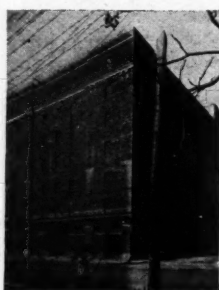
## JACKSONVILLE, FLA.

**Delcher Bros. Storage Co.**

459-61-63-65 Riverside Avenue

**FIREPROOF WAREHOUSE**

Low Insurance Rate.

We Move, Pack, Store and Ship  
Household GoodsDistributing Pool-Car a  
Specialty**FLORIDA'S LARGEST**Shippers of Automobiles  
for TouristsMember National Furniture  
Warehousemen's Association

## JACKSONVILLE, FLA.

**DIXIE WAREHOUSE CO.**

P. O. Box 433

**GENERAL STORAGE—RECONSIGNING  
DISTRIBUTING—FORWARDING**

Connection with all Railroads and Steamship Docks

**WE HANDLE AUTOMOBILES for TOURISTS**

Members of American Warehousemen's Association

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.

Private Trackage

Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

## TAMPA, FLA.

**TAMPA WAREHOUSE  
COMPANY**

Commercial and Household Storage

Distributors of nationally advertised  
goods

Pooled cars handled

Stocks carried—shipments and de-  
liveries made. Low insurance.We handle Procter & Gamble products, Dia-  
mond Matches and Campbell's Soups in the  
national groups.Banking References: Exchange National of  
Tampa and National City Bank of Tampa

## ATLANTA, GA.

**CATHCART****VAN & STORAGE COMPANY**

Moves, Stores, Packs, Ships

Household Goods Exclusively

THREE WAREHOUSES

Office, 6-8 MADISON AVE.

## ATLANTA, GA.

**B. U. JONES****TRANSFER & STORAGE CO.**Merchandise Storage and Distribution. Household goods  
packing and storage. Carloads a specialty. Centrally  
located.

109-111 PETERS ST.



ATLANTA, GA.

# SECURITY WAREHOUSE COMPANY

ATLANTA, GEORGIA



STORAGE

DISTRIBUTION

**MERCHANDISE ONLY**

ATLANTA, GA.

## MORROW

Transfer & Storage Company  
HOUSEHOLD GOODS and COMMERCIAL  
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

## SOUTHERN

SALES & WAREHOUSE CO.

FIRE PROOF CONCRETE WAREHOUSE  
MERCHANDISE DISTRIBUTORS  
R. R. TRACKAGE, MOTOR SERVICE  
Located in heart of wholesale district.

173 Humphries St.

POCATELLO, IDAHO

## Garrett Transfer & Storage Co., Inc.

Storage, Distributing,  
of Merchandise.

Pool Cars a Specialty.

Write for Rates

Pocatello, Idaho

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH *Established 1900*  
THE HOLLINGSWORTH WAREHOUSES  
STORAGE, DISTRIBUTION AND FORWARDING  
MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street

602 to 616 Sixth Street

CAIRO, ILL.

Cairo Storage  
and Forwarding Company

CAIRO, ILLINOIS

*Incorporated—Bonded—Licensed*

COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
WE CAN SAVE YOU MONEY

BOISE, IDAHO

## PEASLEY

TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

CHICAGO, ILL.

## BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

## CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

## CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here

L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

## CHICAGO, ILL.

Before you decide on your  
Chicago Warehousing connections,  
investigate the facilities and service  
of the —

**Continental Warehouse Co.**  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart  
of the freight terminal district*

## CHICAGO, ILL.

## Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

### MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

## CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS

Mark your consignments for

## The DREXEL STORAGE & TRANSFER COMPANY

4837-4839 Cottage Grove Ave., Chicago, Ill.

The Men Who Distribute

## Root Bee Supplies

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CHICAGO, ILL.

## EMPIRE STORAGE COMPANY

Fireproof  
Warehouses

(Established 1891)

### A Distinctive Organization

Our correspondents' interests are carefully safeguarded.

Remittances of charges advanced are made immediately upon receipt of bill of lading.

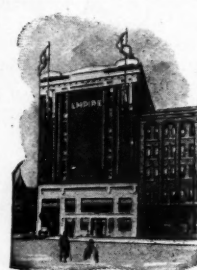
The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.

Close proximity to the Belt Line  
Switch Tracks promotes expedi-  
tious handling of shipments from  
all trunk lines.

## EMPIRE STORAGE COMPANY

52ND ST. AND COTTAGE GROVE AVE.

MEMBER

National Furniture Warehouseman's Assn.  
Illinois

## CHICAGO, ILL.

### CENTER OF GREAT WEST SIDE OUR SPECIALTY PROMPT REMITTANCES ON COLLECTIONS

Fireproof  
Also  
Non-  
Fireproof  
Warehouses



Storage  
Capacity  
1000  
Van  
Loads

MOVING

PACKING

SHIPPING

### Master Service at Your Service

Consign all carload shipments for West Side care Baltimore & Ohio,  
Chicago Terminal Transfer Railway at Taylor  
Street and Kedzie Avenue.  
¾ mile from our warehouse.



Established in 1903

3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE  
WAREHOUSEMEN'S ASSOCIATIONS.



Chicago, Ill.



## A Fleet of Motor Trucks to Serve You

The Only Warehouse in Chicago Maintaining This Service

This fleet of motor trucks is owned and operated by ourselves to insure prompt delivery for our customers. Your dealings for storage and distribution are thus with one concern instead of two.

Distribution accounts in and around Chicago are our specialties. Consign your goods to us and assure yourself the best possible service.

**GRISWOLD & WALKER, Inc.**

1501 S. Peoria St.,  
CHICAGO

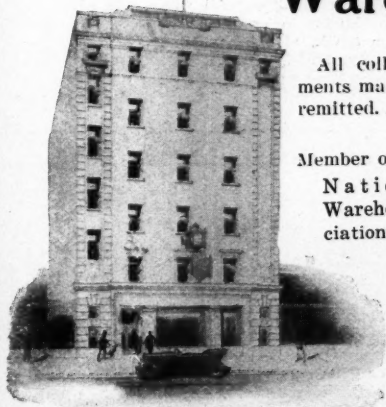


CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of

National Furniture  
Warehousemen's Association, Illinois, New  
York and  
Southern  
Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

"NO DELAYS"

## Edward Lasham Co.

Storage—Distribution

TEAMING  
POOL CAR DISTRIBUTORS  
SEVENTY-FIVE MOTOR TRUCKS AND  
WAGONS  
"NO DELAYS"

Modern Warehouse in Downtown  
District—Served by Four Railroads

## EDWARD LASHAM CO.

1559 S. State St.  
Chicago  
Illinois



CHICAGO, ILL.

## M & E WAREHOUSE COMPANY

PERSONAL service warehouse acting as your Chicago branch or agent. Merchandise storage and distribution. Cartage contractors. 10-car private switch connections with all railroads. Trap car service. Members Illinois Warehouse Association. Reshipping to all parts.

Formerly  
Mitchell &  
Ehninger

OWEN J. McALOON, President  
1823 to 1847 South Canal Street  
CHICAGO, ILLINOIS

CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

## Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers. Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates**  
**Use Our Service**

CHICAGO, ILL.

WAREHOUSES  
NO. 1 43rd AND ROBEY STS.  
NO. 2 15th ST. AND WESTERN AVE.  
NO. 3 15th ST. AND WESTERN AVE.

CHICAGO, ILL.

**Storage—Packing and Shipping—Motor Van Service**

### North Shore Fireproof Storage Co.

4820-4822 Broadway—4821-4829 Broadway  
1330-1332 Morse Ave. (Rogers Park)

"Consign car lots to our private switch track on C. M. & St. Paul Ry."  
Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.

Very Low  
Insurance Rates

CM&STP Ry. Track  
Inside Buildings

## The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

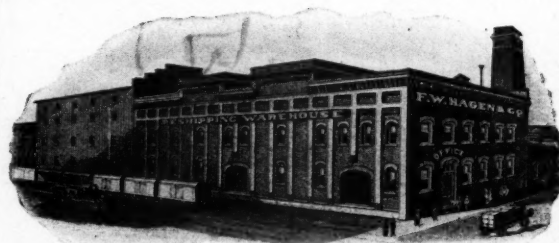
**FROSTPROOF  
MERCHANDISE STORAGE**

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch  
Harvey, Ill.  
Phone 46

Grand Crossing  
L. C. L. without cartage  
Daily Trap Cars  
H. P. 3109—Midway 4940

Branch  
So. Chicago, Ill.  
Phone 367

**LUMBER AND YARD STORAGE OFFICES**  
**DERRICKS, SPACE, TRUCKAGE**  
**AUTOMOBILES, TRUCKS, TRACTORS**  
**STEEL AND HEAVY PRODUCTS**

### Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

CHICAGO, ILL.

## Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally  
Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

**"The Economical Way"**

W. G. Morgan, Manager

519 W. Roosevelt Road



## CHICAGO, ILL.

## Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.**  
1020 So. Canal St.  
Chicago, Ill.

## CHICAGO, ILL.

## TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## DANVILLE, ILLINOIS

## Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and **Merchandise Distributing**. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

## CHICAGO, ILL.



**W**hen you  
want a  
**AREHOUSE**

AT

**C**HICAGO,

**W**rite or  
ire  
**ESTERN**



### SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

**WESTERN WAREHOUSING COMPANY**

MERCHANDISE WAREHOUSES  
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

See page 2, this issue.

CHICAGO

WILSON V. LITTLE, Superintendent



## MOLINE, ILL.

**Fireproof Storage**

**Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., and Davenport, Iowa**

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave. Moline, Illinois

## FORT WAYNE, IND.

WALTER A. BORGMANN, Pres.

CHRISTIAN F. BORGMANN, Sec'y-Treas.

**BROWN TRUCKING COMPANY**

MOVING, DISTRIBUTING, STORAGE  
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

## FORT WAYNE, IND.

**Fort Wayne Storage Company**  
FORT WAYNE, INDIANA

*General Merchandise  
Storage and Forwarding*

## PEORIA, ILL.

**National Warehouse Co., Inc.**

1321-1335 So. Washington St., Peoria, Ill.

**FIRE PROOF STORAGE**

75,000 Square Feet Storage Space

Storage, Distributing, Forwarding  
of  
Merchandise & Household Goods

Capital \$300,000

## FORT WAYNE, IND.

PRIVATE SIDING

**Pettit's Storage Warehouse Co.**

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

## INDIANAPOLIS, IND.

**The Central Public Warehouse**  
INDIANAPOLIS, INDIANA

Our equipment is five modern warehouses, to which another will be added next Spring.

For local distribution we have 13 motor trucks.

We have a system for checking pool cars that permits a smaller percentage of errors than Volstead does alcohol.

Direct trackage with free switching is another help.

## INDIANAPOLIS, IND.

**INDIANAPOLIS WAREHOUSE CO.**

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department.

Located in the heart of the U. S. A. within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken.

Six-story and basement, heavy mill construction, sprinkler equipped.

A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

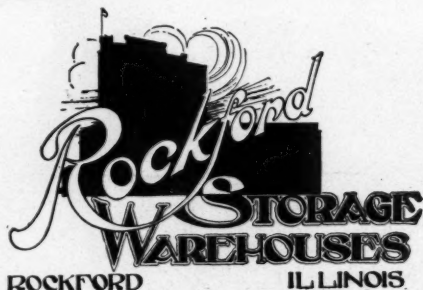
FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

The Men Who Distribute

**Pillsbury Flour**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



INDIANAPOLIS, IND.



16 Years of Efficient  
Service

## Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Merchandise Storage  
and  
Pool Car Distribution

Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.

INDIANAPOLIS, IND.

# HOGAN



"Goods for  
Indianapolis  
are Goods  
for  
HOGAN"

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

**HOGAN TRANSFER & STORAGE CO.**  
Indianapolis Indiana

INDIANAPOLIS, IND.

## McNAMARA WAREHOUSE Unlimited Service

Merchandise Storage and Distribution. Track connection and free switching with all railroads. Fireproof and semi-fireproof storage. Motor delivery service.

Experienced men, together with our modern equipment enables us to give you prompt and reliable service. Let us figure on your requirements.

Owned and operated by the J. E. McNamara  
Construction Company  
916 W. New York St., Big Four Siding  
Telephone Circle 8407

INDIANAPOLIS, IND.

Est. 1895

## OTTO J. SUESZ WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding. Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

The Men who Distribute

"Jello"

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index.

INDIANAPOLIS, IND.

# Move the Red Ball Way

WHO MOVES YOU IS JUST AS IMPORTANT AS WHERE YOU MOVE

Moving Furniture and Household Goods Our Specialty

Our connections in the various large cities enable us to quote prices that can not be equaled.

We will extend credit to shippers who are short of ready money.

*Ask About Our Payment Plan*

**LARGEST TRUCKING ORGANIZATION IN AMERICA**



Reference:  
Bradstreet

## RED BALL TRANSIT CO.

"NATIONAL HOUSEHOLD MOVERS"

COLUMBUS, OHIO  
204 James Bldg.

CLEVELAND, OHIO  
408 Ulmer Bldg.

DAYTON, OHIO  
511 Dayton Sav. & Trust Bldg.

CINCINNATI, OHIO  
601-The 525 Walnut St. Bldg.

NEW YORK CITY, N. Y.  
419 Knickerbocker Bldg.  
42nd St. and Broadway

WASHINGTON, D. C.

HOME OFFICE

INDIANAPOLIS, INDIANA  
705 MERCHANTS BANK BLDG.



CHICAGO, ILLINOIS  
1102 Century Bldg.

TOLEDO, OHIO  
429 Nicholas Bldg.

PHILADELPHIA, PA.  
509 Land Title Bldg.

BALTIMORE, MD.

DETROIT, MICHIGAN  
601 Book Bldg.

PITTSBURGH, PENNA.  
702 Arrott Bldg.

BOSTON, MASS.



## INDIANAPOLIS, IND.

# TRIPP WAREHOUSE COMPANY

MERCHANDISE STORAGE  
AND DISTRIBUTION

MOTOR TRUCK DELIVERY

## KOKOMO, IND.

# Tudor Warehouse Co. SERVICE

Kokomo — 513 N. Buckeye St. — Indiana

MERCHANDISE DISTRIBUTION  
AND  
HOUSEHOLD GOODS STORAGE

Member National Furniture Warehousemen's Ass'n

## SOUTH BEND, IND.

Consign your cars containing merchandise for Northern Indiana and Southern Michigan points to us for forwarding.

# INTERCITY TRANSFER COMPANY

General Forwarders and Distributors.

City Delivery. 200-2-4 E. Jefferson Blvd. South Bend, Indiana  
(Members I. T. and W. A.)

## SOUTH BEND, IND.

# WARNER WAREHOUSE COMPANY

Merchandise

Distribution and Warehousing

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:

American Warehousemen's Assn., Central Warehousemen's Club, American Chain of Warehouses.

## SOUTH BEND, IND.

Phone Main 774

# Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.  
Indiana Transfer Men's Assn.

## TERRE HAUTE, IND.

# Store in Terre Haute

We solicit your storage and distributing business, being located

In the  
Heart of  
Indiana's  
Jobbing  
Field



Penn. R. R.  
Big Four  
C. & E. I.  
L. & N.  
and  
C. M. & St. P.  
Connections

TERRE HAUTE WAREHOUSE & STORAGE CO.  
TERRE HAUTE

## BURLINGTON, IOWA

# LOW FREIGHT RATES

To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Carloads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

Mercer Transfer and Storage Company  
Burlington, Iowa

## CEDAR RAPIDS, IOWA

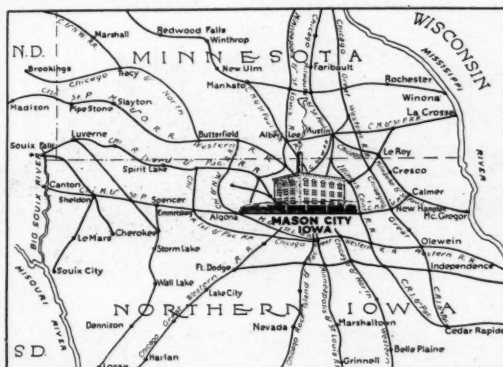
# Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

## MASON CITY, IOWA

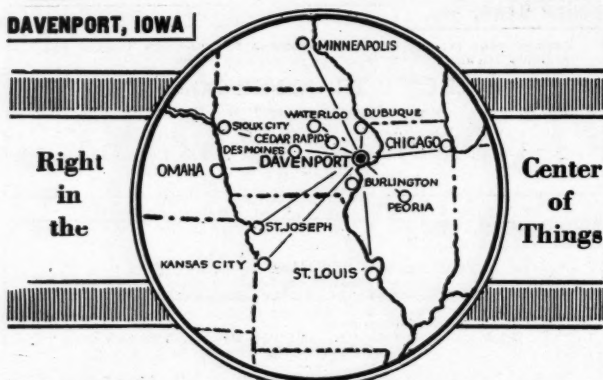


# Economize by Using Cadwell Service in Mason City, Iowa

We operate a large fireproof warehouse in which we can handle your spot stocks and from which we re-ship your pool cars into our large territory. We make this service our specialty in this territory, aiding the shipper to cut cost and obtain better results in spite of the great increases in freight rates.

Our building and our truck fleet give you "SERVICE THAT IS SERVICE" from an ideal location in the heart of the city. Mason City, in the heart of a vast agricultural district of the Middle West, is served by the main railroads of the Northwest and has ideal service with all western cities. As the map shows, Mason City has an unparalleled advantage over other distributing points of this territory. We will be glad to serve in any way at any time. Write us.

Cadwell Transfer & Storage Company  
Mason City, Iowa

**DAVENPORT, IOWA**

Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and truckage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on truckage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

**Ewert & Richter Express and Storage Co.**  
Davenport, Iowa

**DAVENPORT, IOWA****Merchants Transfer & Storage Co.**

118 Harrison St., Davenport, Iowa.

**Seven Warehouses—Fireproof and Non-Fireproof**

Storage, packing, moving. Free switching to any warehouse. We handle pool cars for distribution. Members American Warehousemen's Association, Central Warehousemen's Club, National Furniture Warehousemen's Association.

**THE BEST SERVICE AT LOWEST PRICES**

**DES MOINES, IOWA**

*City of Certainties*

**BLUE LINE STORAGE CO., INC.**

200-226 Elm Street Des Moines, Ia.

*In the Center of the Wholesale District*

**General Merchandise****Storage—Distribution—Forwarding**

Private tracks with capacity of 16 cars connects with all railroads entering the city. Prompt service guaranteed.

**DES MOINES, IOWA****FIREPROOF & NON-FIREPROOF WAREHOUSES**

Merchandise and Household Goods Storage and Distribution

Free Switching charges—cars run direct into building for unloading.

Member of American Chain of Warehouses.

**MERCHANTS**  
TRANSFER & STORAGE CO.

DES MOINES, IOWA

**WATERLOO, IOWA**

Phone 346

**Iowa Warehouse Company**

General Warehouse and Transfer Business

FURNITURE STORAGE AND FORWARDING  
AUTOMOBILE STORAGE AND DISTRIBUTING

BRANCH HOUSE SERVICE  
Waterloo, Iowa

We are located on C. R. I. & P.—  
C. G. W.—Ill. Cent. and W. C. F.  
& N. Rys.

180,000 Square Feet Floor Space

**ATCHISON, KANSAS****The Grodick Transfer and Storage Co.**

*Commercial Storage*

Distributors—R.R. Trackage—Carloads a specialty.

Prompt Service—No Congestion

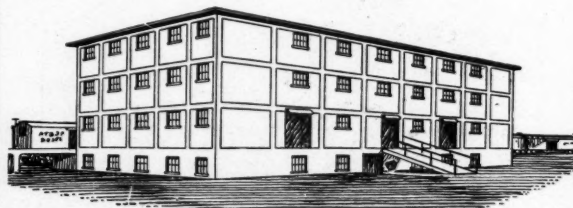
Missouri River Freight Rate Adjustments.

Household Goods—Moved, Packed, Stored, Shipped.

**HUTCHINSON, KANSAS****HUTCHINSON  
BONDED WAREHOUSE**

Corner Cleveland and Second

Hutchinson, Kansas



Proprietor A. G. BARNETT, Manager

**SANTA FE TRACKS  
EIGHT CAR PRIVATE SIDING  
FIRE PROOF BUILDING  
2,200,000 FT. STORAGE SPACE**

**KANSAS CITY, KANSAS****THE INTER-STATE  
TRANSFER & STORAGE COMPANY**

PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor

Both Telephones 0075

We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.



**PITTSBURG, KANSAS****Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

**WICHITA, KANSAS****BEST DISTRIBUTING POINT FOR THE SOUTHWEST**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. P., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Storage and Distributing Company**

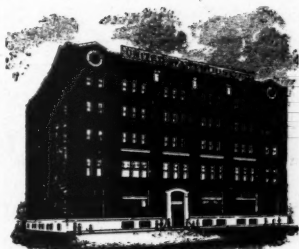
428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

Correspondence solicited

**WICHITA, KANSAS**

**A. F. JONES, President**  
**A. S. PARKS, Vice-President**  
**J. H. BRUGH, Sec'y and Gen'l Mgr.**



WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST



**General Warehousing**  
Storage, Forwarding and Distributing

ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

**LOUISVILLE, KY.****FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city

Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

**LOUISVILLE, KY.****Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

**LOUISVILLE, KY.****SAFETY TRANSFER AND  
STORAGE CO., INC.**

*"Louisville's Leading Movers & Packers"*

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

**ALEXANDRIA, LA.****Carnahan's Transfer &  
Storage**

Alexandria,

La.

Merchandise and Furni-  
ture Storage Distributors  
and Forwarders.

*Auto Truck Service*

**NEW ORLEANS, LA.****LET US PILOT YOU**

Bank Your Merchandise With

**Appalachian Corporation, Inc., of La.**

New Orleans, U. S. A.

"THE CITY OF NEW OPPORTUNITY"

Louis B. Magid, President

Storage Capacity  
3000 Carloads

Executive Offices  
617 Common St.

RESPONSIBILITY + EFFICIENCY = APPALACHIAN

The Men Who Distribute

**Porter Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.

*All cement warehouses, low insurance, low handling costs.*

*Only one-half square from Mississippi River.*

*Track facilities for seventy-three (73) cars at one time.*

*Operated in conjunction with Dennis Sheen Transfer, Inc., oldest and most complete hauling corporation South.*

*Electrical unloading and piling devices built to eliminate any damage in handling.*

*Excellent switching connections, with all lines entering New Orleans.*

**INDEPENDENT WHSE CO., Inc.**

New Orleans, La.

## NEW ORLEANS, LA.

**We Handle Anything in Any Line**

**Receiving  
Pool Car Distribution  
Forwarding**

**Iron Warehouses,**

(INCORPORATED)

**Spot Stock Storage a Specialty.****A Public Fumigation Service**

is maintained under a protected process of proven merit. Every specie of insect life requiring air for existence successfully and permanently exterminated without injury to the goods. Inquiries invited.

Main Office: Fulton and St. Joseph Sts.

## BANGOR, MAINE

**McLaughlin Warehouse Co.**

Established 1875

Incorporated 1918

**General Storage and Distributing**  
Capacity 70,000 Sq. Ft.

Rail and Water Connection  
Private Siding Capacity, 15 Cars.

Member:  
American Warehousemen's Association  
American Chain of Warehouses

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE  
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof W'h's'e in rear  
Balt. F. W. A.

## BALTIMORE, MD.

L. LEVERING, Pres.

**CENTRAL WAREHOUSE CO.**

Storage—Transfer—Shipping

517-525 W. Baltimore Street

**WATER AND RAIL CONNECTIONS**

Large Space Available for  
Export and Import Shipments

Pool-Cars Handled Low Insurance

## BALTIMORE, MD.

**FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

**Baltimore's Modern Fireproof Warehouse**

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

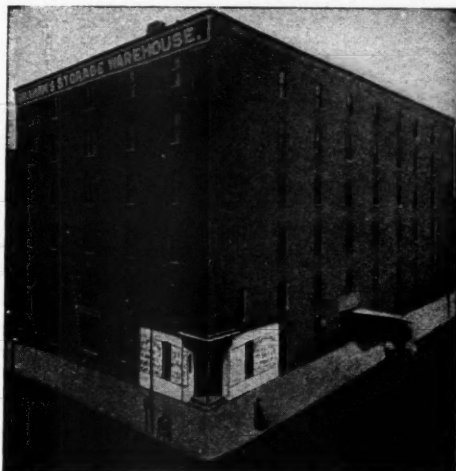


BALTIMORE, MD.

**Graham's Storage Warehouse**

*The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING**  
**MOTOR EQUIPMENT**

Send us your Baltimore Consignment  
Members, Md. Whse. Assn., Nat. F. W. A.

BALTIMORE, MD.



**General Merchandise  
Storage**

**Distribution and Forwarding**

**Insurance Rate 15c**

**RAIL CONNECTIONS**

*Write For Full Particulars*

**McCORMICK  
WAREHOUSE, Inc.**

**McCormick Building Baltimore, Md.**

BALTIMORE, MD.

**THE KAUFMAN FIREPROOF  
STORAGE WAREHOUSES**

**Chas. H. Kaufman, Prop.**

**General Offices:**

**524 to 530 W. Lafayette Avenue, Baltimore, Md.**

**Warehouses** { 524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

**Members** { N. F. W. A.  
A. W. A.  
Balt. F. W. A.

**Entire Motor Equipment**

BALTIMORE, MD.

**Security Storage & Trust Company**

*Resources Over One Million Dollars*

**15 W. North Avenue**

**FIREPROOF WAREHOUSES**

**MOTOR EQUIPMENT**

**EFFICIENT SERVICE**

**TO WAREHOUSEMEN**

*Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

BALTIMORE, MD.

*Established 1879*

**MONUMENTAL STORAGE &  
CARPET CLEANING CO.**

**1110-1116 PARK AVENUE, BALTIMORE,  
MD.**

**ABSOLUTELY FIREPROOF WAREHOUSE**

**Furniture Storage — Packing — Moving  
Carpet Cleaning**

**Members N. F. W. A. and B. F. W. A.**

**The Men Who Distribute**

**Keystone Wire & Steel  
Products**

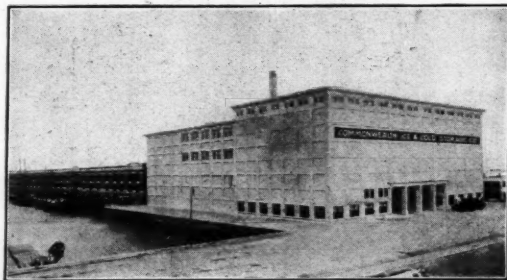
**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**

**The Men Who Distribute**

**Climalene**

**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**

BOSTON, MASS.

**"Where Rail Meets Sail"**

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

**Commonwealth Ice & Cold Storage Co.**  
220 Northern Ave., BOSTON, MASS.

BOSTON, MASS.

**Northern Avenue Stores and Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels

**Storage of Wool, Leather and General Merchandise****Fort Hill Storage Warehouse**

415-429 Atlantic Avenue

76-86 Purchase Street

*General Merchandise*

George W. Blinn, Manager

BOSTON, MASS.

**Dorchester Fireproof Storage Warehouse**

FRANCIS E. BUCKLEY, Mgr.

**PACKING, MOVING, SHIPPING**

Reinforced concrete building, absolutely fireproof.



Lowest insurance rates.

"Every room is a fireproof vault."

A complete, modern warehousing service. We solicit your consignments.

**690 Dudley Street, Boston**

Member National Furniture Warehousemen's Association

BOSTON, MASS.

**The Suffolk Storage Warehouse Company**

96 to 104 Northampton Street

L. G. MYERS, Manager

Gives assurance of the best service in handling consignments either for storage or delivery to house or apartment, unpacking and setting up. Only men with long experience are employed.

Established 1890

4 Buildings with 1000 Rooms

Low Insurance Rates

Convenient to All Freight Terminals

Members of

American Warehousemen's Association  
National Furniture Warehousemen's Association



BOSTON, MASS.

## Quincy Market Cold Storage and Warehouse Co

### STORAGE FOR FREE AND BONDED MERCHANDISE

#### Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fire-proof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

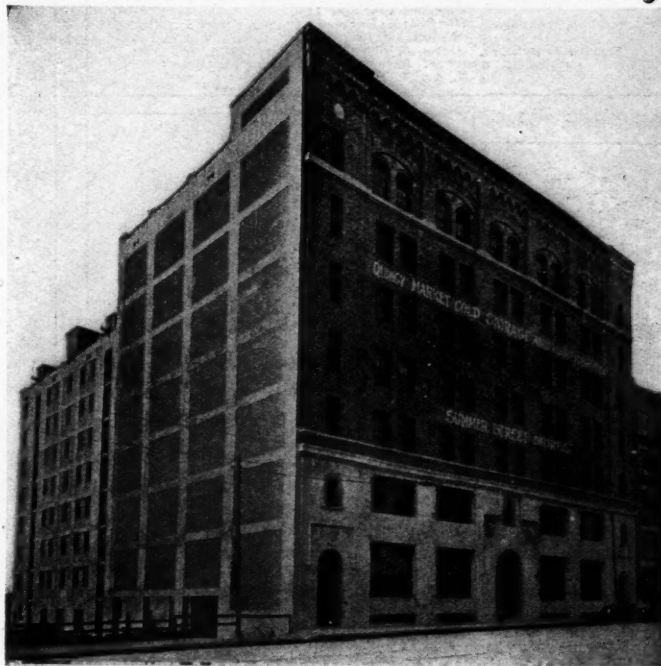
Summer Street Stores, 2,000,000 cu. ft. Fire-proof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**GEORGE S. LOVEJOY, Manager**

General Storage Department

Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

## TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



### Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

### Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

**We will Lease or Build to Suit Tenants**

**BROCKTON, MASS.**

**BROCKTON  
FIREPROOF STORAGE COMPANY**  
43 North Montello Street, Brockton, Massachusetts  
Telephone Brockton 1140  
General Merchandise. Distributing. Separate Rooms for Furniture.  
Negotiable Receipts.  
Bonded Warehouse. Our own Side Track. Member A. W. A.  
Located in center of business and shipping district  
on N. Y., N. H. & H. R. R.

**CAMBRIDGE, MASS.**

When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

**HOLYOKE, MASS.**

## HOLYOKE WAREHOUSE CO.

Park and Crescent Streets

### MODERN FIREPROOF WAREHOUSE

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

#### TRY OUR SERVICE

Heavy Haulage

Truck Service

**HOLYOKE, MASS.**

### Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. & H. and B. & M. Sidings

**LOWELL, MASS.**

## A REAL ALL-ROUND SERVICE INSTITUTION

Located in a thickly populated area, we are prepared to render any and all forms of service in connection with the business of storing, distributing and reforwarding. Our facilities and organization assure you of care, promptness and attention to all details covering your transactions with us. The brief details of our organization follow:

### HARVARD STORAGE AND WAREHOUSE COMPANY OF LOWELL

Approximately 500,000 sq. ft. of space.

Low insurance rates for storage of wool, cotton and general merchandise. Yard storage for rough materials.

Pool car distributing and reforwarding.

Collections made.

Track connections with New York, New Haven & Hartford, and Boston & Maine Railroads. Free switching. Private trackage capacity of twenty (20) cars.

Light and heavy hauling.

Weighing, sampling and other services expected in a real warehouse.

Shipments solicited.

**BAY CITY, MICH.**

The

### Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track—Sidings on all railroads entering Bay City.

Office & Warehouses:

Cor. 2nd & Adams St., Bay City, Mich.

**BAY CITY, MICH.**

G. VAN HAAREN

V. VAN HAAREN

### P. Van Haaren & Sons Storage Co.

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly



DETROIT, MICH.

## Packing—Transfer—Storage of Household Furniture

**W**E have every facility for long distance moving of household goods. There are eleven branches of the company located in important Michigan cities and other branches opening—everywhere.

Our service in each city consists of excellent warehousing accommodation—

Facilities for prompt shipments and deliveries—

Prompt report of all moving of goods when wanted—

Truck fleets for drayage.

Our methods and organization enables us to quote unusually attractive prices—write for details.

### Can You Handle This?

We want concerns in each city—everywhere—who desire to combat competition and secure business in a businesslike way to consider our local branch proposition.

It is a profit making plan—gives you full protection in every way—but write for details, also how others are money making thru the A & P plan of organization—no obligation on your part whatever.

Write now.

**ATLANTIC & PACIFIC TRANSPORTATION CO.**

General Offices Majestic Bldg., Detroit, Mich.

# ATLANTIC & PACIFIC TRANSPORTATION CO.

DETROIT, MICH.

DETROIT'S LEADING MOVERS

## Detroit Storage Co.



Main Office and Fireproof Warehouse  
MOVING, PACKING, SHIPPING  
MOTOR EQUIPMENT  
Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

DETROIT, MICH.

Your storage and distributing problems are easily solved by shipping us your carloads for distribution.

## MANUFACTURERS WAREHOUSE COMPANY

957 West Congress Street Detroit, Mich.  
*Warehouses Centrally Located*

DETROIT, MICH.

## MERCHANTS WAREHOUSE CO.

*Storing, Distributing, Forwarding*  
127 WOODBRIDGE ST., WEST

E. B. Dixn, Manager Detroit, Mich.

DETROIT, MICH.

## C. & H. NIELSEN CARTAGE CO.

FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the  
Milwaukee Junction Factory District.

Clay Ave. and Russell St. Detroit, Mich.

DETROIT, MICH.

## The Hassett Storage Co. INCORPORATED



Warehousemen, Forwarders and Distributors

MERCHANDISE STORAGE  
EXPERT TRAFFIC SERVICE  
MOTOR TRUCK EQUIPMENT  
PRIVATE RAILROAD SIDING  
LOCATED ON MICHIGAN CENTRAL R. R. ACCESSIBLE  
TO ALL RAILROADS ENTERING DETROIT. 24 HOUR  
SERVICE ON OUT OF TOWN SHIPMENTS AND CITY  
DELIVERIES GUARANTEED.

"IN THE HEART OF DETROIT"  
1749 TO 1751 LAFAYETTE BOULEVARD WEST

Phones—Cherry 648 and 649

## THE HASSETT STORAGE CO.

R. B. Hassett, Pres.

O. E. Speck, Mgr.

DETROIT, MICH.

## READING CORPORATION

*Largest Hauling Contractors  
in Michigan*

Incorporated 1910  
Investment \$200,000.00  
200 Draft Horses  
15 Motor Trucks

Carload Distributors and Com-  
mercial Warehousemen  
Machinery Movers, Riggers and  
Directors

Route your shipments over the following Railroads  
in our care:

Pere Marquette Ry. Co.  
Wabash Railroad

Great Lakes Transit Corp.  
Pennsylvania Railroad  
Canadian Pacific Ry.

MAIN OFFICE:

415 West Fort Street, Detroit, Mich.

DETROIT, MICH.

## Wayne Furniture Packing Co., Inc.

"Michigan's Leading Movers"

Two Warehouses 3019 Mich., 2810-18th St.  
Ship 20th St. Team Track.

The Men Who Distribute

## Winchester Arms and Ammunition

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## DETROIT, MICH.

THE ORIGINAL  
**Turner Cartage &  
 Storage Co.**

**General Warehousemen**

Motor Trucking  
 Teaming  
 Storage



Machinery Moving  
 and Erecting  
 Moving

Est. 1880

OFFICIAL CARTAGE AGENTS

**Wabash & Canadian Pacific Rys.**

Main Office, 1338 Lafayette Blvd., Detroit

WAREHOUSES: 1338 Lafayette Blvd., 1657 Howard St.,  
 M. C. R. R. and Beaubien St.

## FLINT, MICH.

**THE ONLY FIREPROOF  
 WAREHOUSE IN FLINT,  
 MICHIGAN**

**W**HEN shipping your household goods to Flint, Michigan, and vicinity, we are the warehousing experts who can serve you best.

We are thoroughly equipped to handle and distribute household goods, general merchandise and machinery.

Write our traffic expert for full information. Our Sanitary Rug Compartments, Trunk Rooms, Silver Vaults and Piano Rooms insure utmost safety to your patrons' goods.

**Moving Packing Shipping Storage**

**FLINT FIREPROOF STORAGE CO.**  
 615 East 6th Avenue

## DETROIT, MICH.

Established 1895

**P. F. WYNNE CARTAGE CO.**

1420-1422 Second Ave.  
 DETROIT, MICH.

'Phone Cadillac 1714 and Cherry 1714

STORAGE and GENERAL WAREHOUSEMEN

Fireproof Warehouse

CARLOAD LOTS and LONG DISTANCE  
 HAULS

Machinery Moving—Motor and Horse Equipment

U. S. Customs Bonded

The Men Who Distribute

**Kellogg's Toasted Corn  
 Flakes**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**Jiffy Desserts**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL  
 WAREHOUSE IN WESTERN  
 MICHIGAN**



**COLUMBIAN STORAGE &  
 TRANSFER CO.**

Located within four blocks of all principal freight depots.

**GRAND RAPIDS, MICH.**

**"INSTANT SERVICE"**

**MERCHANDISE WAREHOUSE ONLY**

We operate 36 horse-drawn vehicles and 12 motor trucks.  
 Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Co.**

Storage household goods and merchandise. Seven warehouses with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

## **Most up-to-date Warehouse in Michigan**

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

## **General Merchandise Storage**

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse

Receipts Issued.

Pool Car Distribution.

## **Furniture Manufacturers Warehouse Co.**

505-511 Fulton St., West

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

**HELMUS BROTHERS**

LONG DISTANCE HAULING,  
MOVING, PACKING AND STORING  
FIREPROOF AND NON-FIREPROOF WAREHOUSES

941-959 Wealthy St., S. E.

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

## **Shank Fireproof Storage Company**

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

The Men Who Distribute

## **Seaman Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## GRAND RAPIDS, MICH.

## **Kent Storage Company**

Main Office and Warehouses  
Front Avenue and Pennsylvania Tracks  
Grand Rapids, Mich.

## **General Merchandise**

Storage and Reforwarding  
Six Warehouses Floor Space 200,000 sq. ft.  
Pool Car Distributing  
Light and Heavy Hauling (Power Trucks)  
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on  
Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within  
Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids  
Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler  
System.

## **COLD STORAGE**

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses  
American Warehousemen's  
Association



E. R. MCCOY,  
General Manager

## JACKSON, MICH.

## **Shaw Storage & Transfer Co.**

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.

MOTOR TRUCK SERVICE

AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE

## KALAMAZOO, MICH.

## **HASTINGS TRUCK CO.**

Est. 1873

## **Merchandise Storage and Distribution**

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

## KALAMAZOO, MICH.

## **Kalamazoo Storage & Transfer Co.**

430 N. Burdick St., Kalamazoo, Mich.

Merchandise storage and DISTRIBUTION

Household goods

Storage

Michigan Central R.R. Siding



**LANSING, MICH.**

THE LOGICAL DISTRIBUTING POINT  
FOR POOL CAR SHIPMENTS IN MICHIGAN  
COMMERCIAL AND FURNITURE STORAGE  
7 MOTOR TRUCKS FOR TRANSFER SERVICE  
**Fireproof Storage & Transfer Co.**

**LANSING, MICH.****Lansing Storage Company**

Exclusive Household Goods Storage  
Moving, Packing, Shipping  
Motor Van Service for Inter-city Work  
"We know how"  
412 No. Washington Ave., Lansing, Mich.

**LANSING, MICH.****Lansing Warehouse Company**

403-5-7 East Shiawassee Street  
Merchandise Storage Household Goods  
325,000 cu. ft. 25,000 cu. ft.  
Distributors Pool Car Shipments  
Ship N. Y. C., M. C., P. M., G. T. W. R. R. or Electric

**SAGINAW, MICH.****CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION  
SPRINKLER SYSTEM  
Private Sidings M. C. R. R.  
**SAGINAW, MICH.** Office N. Michigan Ave.

**DULUTH, MINN.****SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.  
STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE  
**POOL CAR DISTRIBUTORS**  
Located on Terminal Tracks No Switching Charge

**MINNEAPOLIS, MINN.**

Both our fireproof and non-fireproof warehouses are located in the  
downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE**

Regular Trips Between Twin Cities

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South  
Warehouses: 734 to 758 North Fourth Street

**MINNEAPOLIS, MINN.****Minneapolis Terminal Warehouse**

STORAGE FORWARDING DISTRIBUTION

IN SPITE OF

**H. and H. W.**

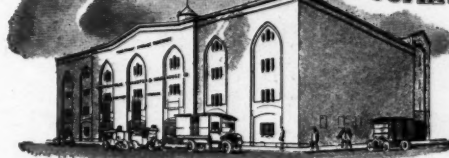
WE WILL HANDLE YOUR SHIPMENTS  
WITHOUT DELAY

Write to

**W. J. BUCHANAN, Mgr.,**

**Minneapolis**

SHIP TO MINNESOTA TRANSFER, MINN.

**MINNEAPOLIS, MINN.****MINNEAPOLIS TRANSFER & WAREHOUSE COMPANY****FIREPROOF**

Locked Private Fireproof Rooms for Storage of Household Goods, Lowest Insurance  
Rate in Minneapolis

**MOVING-PACKING-SHIPING**

POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans

**MINNEAPOLIS, MINN.**

# **SECURITY WAREHOUSE COMPANY**

Established 1883

## **MERCHANDISE STORAGE And DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without  
Cartage**

**Motor Truck Deliveries  
Located in heart of whole-  
sale district**

**Minneapolis**

**MINNEAPOLIS, MINN.****Skellet Company**

MINNEAPOLIS

1,000,000 cubic feet

Fireproof Storage  
Merchandise and Household  
Goods

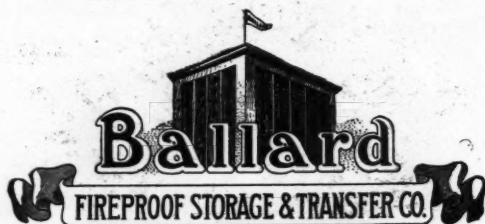
We issue our own insurance, authoriz. by State Insurance  
Commission

Bonded to the State of Minnesota for \$50,000

ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of*  
**HOUSEHOLD GOODS**

ST. PAUL, MINN.

## ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and Distribution**  
**ST. PAUL**

ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

**Let us help you give it to them**

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage  
Industrial Sites**

*Let us help you solve your distribution problem  
in this territory.*

## CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue  
St. Paul, Minn.

JACKSON, MISS.

## RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.  
Motor Truck Service.

JOPLIN, MO.

## Tonnies Transfer & Storage Co.

1027-43 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

KANSAS CITY, MO.

**Fireproof Warehouse  
Convenient to All  
Freight Depots**

Send your consignments in our care

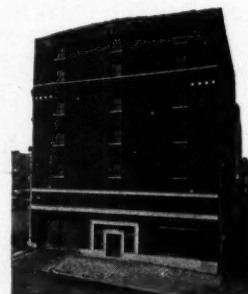
Members of N. F. W. A.

Members of M. W. A.

## L. Leritz & Son

2616-18-20 Warwick

Ins. Rate 22c



ST. PAUL, MINN.

## Kedney Warehouse Co.

*Commercial Storage and Forwarding*

St. Paul Warehouse Minneapolis Warehouse, 8 to 22 Hennepin Ave.  
9th and Broadway

Private sidings and free switch connections with all roads

Our own motor trucks operating in and between both cities.

KANSAS CITY, MO.

**In the Heart of the City in  
the "Heart of America"**

**Two Bonded Fireproof Warehouses**

*Your Collections Remitted by Return Mail*

**Monarch Transfer & Storage Co.**  
Kansas City, Mo.

ON 31st STREET AT MICHIGAN  
ON MAIN STREET AT THIRTY-NINTH



KANSAS CITY, MO.



Merchandise  
STORAGE  
DISTRIBUTION

North Kansas City Development Co.  
730 Railway Exchange  
Kansas City, Mo.

KANSAS CITY, MO.

KANSAS CITY, MO.

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

Collections Made and Returned Promptly

38 Years in  
Business

Oldest Firm in  
City

Member: National Furniture Warehousemen's Association

PERKY BROS.

Warehouse, 2431-33 Prospect Branch Office, 217 E. 10th Street  
AUTO VAN SERVICE

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

The American Storage & Moving Co.

The J. Brown Storage Co.

The Langan & Taylor Storage & Moving Co.

The R. U. Leonori Auction & Storage Co.

In the world of household goods warehousing,  
these words are synonyms—

SAINT  
LOUIS  
MISSOURI

&

GENERAL  
WAREHOUSING  
COMPANY

ST. LOUIS, MO.

*Gateway to the West and South*

COLUMBIA TERMINALS Co.

—Especially Equipped to Handle—

Pool Cars, Storage, Baggage, Drayage

OPERATING

Ten Warehouses, 300 Wagons, 75 Motor Trucks, 50 Tractors,  
150 Semi-Trailers

Merchandise Storage Warehouse occupying entire city block in the heart of the wholesale and jobbing district, St. Louis—120,000 square feet devoted to storage—sprinkler system—low rate of fire insurance—warehouse more convenient to jobbers and wholesalers than any other storage warehouse in St. Louis. Exceptional facilities for the prompt forwarding of shipments to go beyond St. Louis. Write us for rates.

*We lease motor trucks by hour, day or contract*

15,000 TONS STORAGE CAPACITY

## ST. LOUIS, MO.

## BEN A. LANGAN

### FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

## ST. LOUIS, MO.

## The St. Louis Gateway.



Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles. See page 2 of this issue.

## Pennsylvania Terminal Warehouse Co. of St. Louis, Missouri.

Rogers Porter, Resident Mgr.

## ST. LOUIS, MO.

1	2	3	4	5	6	Days
		144 HOURS - 2 SHIPMENTS				.08%
		120 HOURS - 4 SHIPMENTS				.17%
		96 HOURS - 12 SHIPMENTS				.53%
		72 HOURS - 72 SHIPMENTS				3.2%
						19.9%
		48 HOURS - 456 SHIPMENTS				

24 HOURS  
1747  
SHIP-  
MENTS

76%

## Promptness

This graph is the record of an average month's service to one customer. The thickness of the line indicates the percentage of his orders shipped, the length shows the amount of time between receiving the order and despatching it.

Over three-quarters of them went out the same day. Nearly 96% went before two days had passed. That promptness, with the general excellence of our service, holds such accounts as Florence Stoves, Cascarets, Ivory Soap, Quaker Oats, Arm & Hammer Soda, Beaver Board, French Batteries, and other toplineers. What satisfies them will satisfy you. Ship thru the

Join the  
Goodly Com-  
pany of our  
Patrons

S. N. LONG WAREHOUSE, St. Louis, Mo.

## SPRINGFIELD, MO.

## The Natural Distributing Point for the rich Ozark Mountain Territory

SPRINGFIELD WAREHOUSE  
& TRANSFER CO.

Capital \$100,000

Storage and Distribution of Merchandise and  
Implements  
Four Warehouses Low Insurance Rates  
Consignment of Pool Cars Solicited  
Modern Facilities for Moving, Packing and Shipping  
Furniture and Household Goods

## LINCOLN, NEBR.

## Globe Delivery Co.

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

Write us for explanation of Lincoln's ad-  
vantages as a distribution center

## ST. LOUIS, MO.

## THE McPHEETERS WAREHOUSE COMPANY

### MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

## OMAHA, NEBR.

## "ADEQUATE FACILITIES WHEREVER GOODS GO"

We have every facility for handling  
whatever goods may be offered us

BEKINS OMAHA VAN & STORAGE CO.  
16th and Leavenworth Sts. Omaha, Nebraska

The Men Who Distribute

## United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



OMAHA, NEBR.

# FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

OMAHA, NEBR.

## GORDON Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed  
Stored and Forwarded

MEMBER:  
American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

OMAHA, NEBR.

## THE "CITY OF OPPORTUNITY"

Represented by the

# Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE

Members of the Central Warehousemen's Club

OMAHA, NEBR.



NEW FIRE PROOF BUILDING

336,000 Square Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

## Mercantile Storage & Warehouse Company

Omaha, Nebraska

We Specialize in Merchandise Distribution

OMAHA, NEBR.

## THE TERMINAL WAREHOUSE CO.

Very centrally located.

702-712 So. 10th St., OMAHA  
336,000 Square Feet



MERCHANDISE WAREHOUSING and FORWARDING  
BROKERS' OFFICES AND SAMPLE SPACE

### "SERVICE COUNTS"

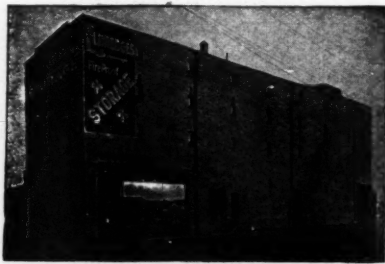
We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for prompt and efficient service.

## ATLANTIC CITY, N. J.

**ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.**Office: 110 N. South Cardina Avenue  
Inter-City Auto Service Heavy HaulingRailroad  
Siding and  
Storage YardStorage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## BELMAR, N. J.

MOTTO SERVICE

**NAYLOR'S VANS & EXPRESS**

Experienced Movers and Packers of Fine Furniture, Pianos and Safes. Padded Motor Vans for local and long distance moving.

We move anything that is movable.

W. R. NAYLOR, Manager  
706 NINTH AVE., BELMAR, N. J.

## EAST ORANGE, N. J.

**JACOB DIETRICH***Storage, Moving, Packing and Shipping*  
Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## EAST ORANGE, N. J.

**The Orange Storage Warehouse***Fireproof Household Goods Warehouses*

42 Harrison Street

MOTOR TRUCK EQUIPMENT

Members New Jersey Furniture Warehousemen's Association.

## ENGLEWOOD, N. J.

**H. P. BLACE & SONS***Englewood Fireproof Warehouse*

All Northern R. R. points Ridgfield to Closter on Erie, New York Central, West Shore branch from Bogota to Harrington Park.

14 WEST ST.

N. J. F. W. A., N. F. W. A.

The Men Who Distribute

**Tropical Paint**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEWARK, N. J.

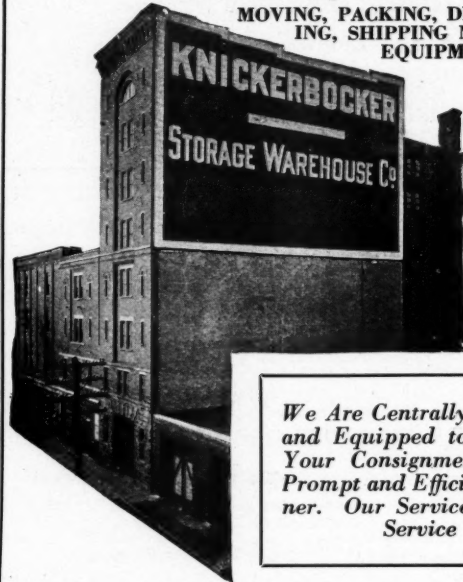
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.  
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise Warehouse

**Knickerbocker Storage Warehouse Company**

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUTING, SHIPPING MOTOR EQUIPMENT

Members  
N. F. W. A.  
and  
N. J. F. W. A.*We Are Centrally Located  
and Equipped to Handle  
Your Consignments in a  
Prompt and Efficient Man-  
ner. Our Service Is Real  
Service*

## NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor ServiceStorage of Household Goods  
Mdse., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

**JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

473-479 Twelfth Ave.

## NEWARK, N. J.

**Lehigh Warehouse & Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of  
General Merchandise**Lehigh Valley Siding**Motor Trucks for Local and Long  
Distance Work.*

Members: American Warehousemen's Ass'n



NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

# PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage  
and Forwarding**

Capacity, 1000 Cars

Fireproof Brick and Concrete  
Buildings

Railroad Sidings Dock Facilities  
CENTRAL RAILROAD OF N. J. PASSAIC RIVER

Warehouse Receipts Issued

Trackage Capacity, Ten Cars

Yard Storage for Rough Material

Light and Heavy Hauling

City Deliveries

Long and Short Distance Hauls

Car Lot Distribution for Manufac-  
turers and Jobbers

Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
New York, Newark and Phila.

NEWARK, N. J.

## Park Avenue Storage Company

359-365 Park Avenue, Newark, New Jersey

*Furniture and Merchandise Storage*

MEMBER NEW JERSEY ASSOCIATION

NEWARK, N. J.

## Quicker Than C.O.D.

Consign your household goods  
shipment in our care, on an order no-  
tify bill of lading if there are any  
charges due and we will send you our  
check immediately.

Following territory served: Arling-  
ton, Belleville, Bloomfield, Glen  
Ridge, Montclair, Nutley, Maplewood,  
Orange, East Orange, South Orange,  
all within one-half hour trucking dis-  
tance from Newark.

## ROSEVILLE STORAGE CO.

FRANK J. McGRATH, Pres.

THOS. A. McGRATH, Treas.

22-24-26 Cabinet St.,

Newark, N. J.

Member of New Jersey and National Furniture  
Warehousemen's Associations.

NEWARK, N. J.

ESTAB. 1890

MOTOR VANS

Members, N. J. F. W. Ass'n, N. F. W. Ass'n.

**DANIEL RUDER, INC.**

IRONBOUND STORAGE WAREHOUSES  
113-125 NEW YORK AVE.

Packing and Shipping  
Our Specialty

H. H. G. Exclusively

The Men Who Distribute

**Dr. Miles Medicines**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## NEW BRUNSWICK, N. J.

**Emergency Service**

**T**HERE are times when your distribution requires a fleet of trucks in excess of your capacity. At such times it is mighty handy to know where such service can be had, promptly and efficiently.

We can nearly always put into action an emergency fleet of ten (10) trucks without crippling our regular service.

This is only one branch of our well developed warehouse business. Economical storage and 24-hour service to New York City are others. Still another is the storage, packing, crating and shipping of household goods.

In an emergency call on us.

**Wales' Storage Warehouse**

Main Office: 26 French Street

Rates on application

## TRENTON, N. J.

**Anchor Warehouse Co.**

Trenton, N. J.

**COMMERCIAL STORAGE  
and  
DISTRIBUTION**

Trenton is an ideal car break point for the Metropolitan district

Private Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.

We store, reship and deliver all classes of  
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

## PATERSON, N. J.

**The Safety Storage Co.**

Two Modern Fireproof Warehouses  
for Storage of Household Goods and  
Merchandise

Carload Distribution

**MOVING SHIPPING PACKING**

**MOTOR TRUCK SERVICE**

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson

## TRENTON, N. J.

**Jefferson****Safety Storage Warehouse Company**  
Jefferson and Ewing Streets

General merchandise storage and distribution.  
Pennsylvania Siding.

Motor Express covers Trenton and all points  
within radius of 20 miles.

An efficient organization catering to manufac-  
turers who want real service.

May we serve you?

## SOUTH ORANGE N. J.

## EFFICIENT SERVICE

**Roll's Furniture Storage Warehouse**

Branch Office JACOB DIETRICH, Expert Mover

**MOVING PACKING SHIPPING STORAGE**

Send Your Shipments to Roll—via D. L. & W. R. R.  
9-11 So. Orange Avenue, Member N. J. F. W. A.

## TRENTON, N. J.

**Petry  
Express & Storage Co.**

(INCORPORATED)

**STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE**

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

The Men Who Distribute

**"None Such" Mince Meat**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index.



## ALBANY, N. Y.

**ALBANY TERMINAL WAREHOUSE CO.**  
Office, 10 Tivoli Street*Member American Chain Warehouses.*

Our warehouse was built for and always used for warehouse purposes. Direct truck connections with all RR.

## ALBANY, N. Y.

**HUDSON RIVER STORAGE & WAREHOUSE CORPORATION**  
RATHBONE STREET

General Storage and Distributing  
Correspondence Solicited.

## ALBANY, N. Y.

**SECURITY****STORAGE & WAREHOUSE CO., INC.**

Jas. G. Perkins, Custom House Broker  
1 DEAN STREET

Storage, Transferring and Forwarding  
Direct Track Facilities      Pool Car Distribution

## BINGHAMTON, N. Y.

*BINGHAMTON WAREHOUSE and SUPPLY Co.***Storage and Distribution**

New, brick, specially built warehouse, located on private railroad siding, trackage for ten cars.

We receive carloads of bulk merchandise, including furniture, and forward as desired to destination in less-than-carload shipments. We reship freight, express or parcel-post as requested.

Tell us what you have or need, and ask our terms.

**BINGHAMTON WAREHOUSE & SUPPLY CO.**

83 Prospect Ave., Binghamton, N. Y.  
Telephone 3281

## BINGHAMTON, N. Y.

**MOLLEN TRANSFER & STORAGE CO.**

—P. O. Box 872—

TWO WAREHOUSES

SIDING ON ERIE

WE SPECIALIZE IN

Merchandise Distribution—Pool Cars—also all classes Transfer Work.

Members Chamber of Commerce—Illinois and New York

Members Furniture Warehousemen's Association.

American Warehousemen's Association.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

**JOHN B. SOUTHEE**

STORAGE WAREHOUSE AND VAN OFFICE

**MOVING AND TRUCKING OF ALL KINDS**

178 STATE STREET

Office Phone 1366  
House Phone 1799

Residence,  
60 Moeller St.

## BROOKLYN, N. Y.

**CHAMBERS EXPRESS WAREHOUSE**

Let Us Be Your Greater New York Distributors.  
We Do Anything a Truck Does.

928 Coney Island Avenue

BROOKLYN, N. Y.

## BROOKLYN, N. Y.

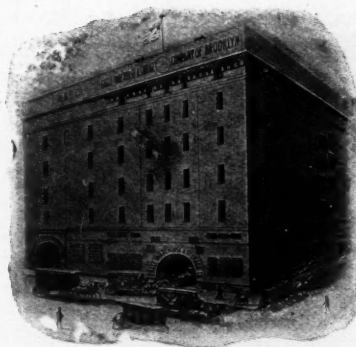
**Our 29th Year****Chas. E. Bowman Co.****Modern  
Storage Warehouses****Storage—Household Removals  
Packers and Shippers**

*Consign your Brooklyn Shipments  
in our care—Wallabout Terminal.  
We make prompt collections and re-  
mit upon receipt of Bill of Lading.*

**468-470-472 Pulaski Street  
Brooklyn, New York**

Member of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners Association of Greater New York

## BROOKLYN, N. Y.



We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

When you have collections that you want handled carefully and quickly, give us the order.

Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. If you need any special service, ask us.

**THE EAGLE****Warehouse and Storage Company**

28 to 44 Fulton Street, Brooklyn, New York

Telephone 5560 Main

BROOKLYN, N. Y.

Established 1890

**When Shipping Your Household Goods**

To or From Brooklyn  
Have It Done Right—And Right Means By

**HARRAGAN'S**

**Storage Warehouse, Inc.**

**Storing—Packing—Moving—Shipping**

244-246 Havemeyer Street Brooklyn, N. Y.

**Mark Goods in Our Care, Eastern District Terminal, Brooklyn**

POOL CARS DISTRIBUTED

BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's  
Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BROOKLYN, N. Y.

**THOMAS F. HEALEY & SON  
Storage Warehouses**

78 SNYDER AVENUE

2530-32 TILDEN AVENUE

**Flatbush Brooklyn New York**

Mark shipment to BUSH TERMINAL or WALLA-  
BOUT Station for Brooklyn, Flatbush, Bay Ridge,  
Sheepshead Bay, Coney Island, Bensonhurst,  
Jamaica and Long Island Suburban Towns.

BROOKLYN, N. Y.

**William H. Strang Warehouses**  
Established 1875

900-910 ATLANTIC AVENUE

1287-1295 ATLANTIC AVENUE

**Packing, Shipping, Moving  
and Storage of Household Goods**

N. Y. F. W. A.

BROOKLYN, N. Y.

Cable Address, *Jenkins*  
Western Union

Long Distance Phones  
3100-3101-3102 Lafayette



ABSOLUTELY FIREPROOF

**Long Island Storage Warehouses**

Nostrand and Gates Avenues  
BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of  
New York City or Brooklyn, mark goods in our care to "Eastern  
District Terminal, Brooklyn." This is the center of Greater  
New York—no delay due to congestion.

**Try shipping this way. We know**

BROOKLYN, N. Y.

**Trans-Shipping & Distributing  
Warehouse Corporation**  
Foot of Bowne St., Brooklyn, N. Y.

Pool cars for distribution.

Private siding for all railroad connections.

No switching charges.

L/C/L freight terminal for all railroad connections.

No cartage charge on inbound or outbound rail  
shipments.

Lighterage at our door.

REFERENCES:

GUARANTY TRUST COMPANY, NEW YORK  
CORN EXCHANGE BANK (SO. BROOKLYN BRANCH)

The Men Who Distribute

**Babbitt's Soap**

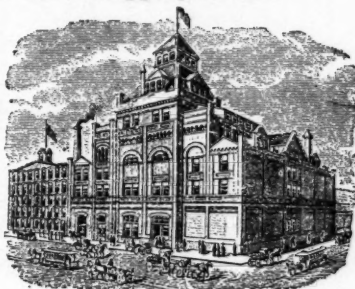
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Whittaker Paper Products**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BROOKLYN, N. Y.

*"In the Heart of the Shipping District"***Wallabout Merchants Warehouse Co., Inc.****LISTED,  
FREE and  
BONDED****Office:****414 Flushing Ave., Brooklyn, N. Y.**

Phones 64 and 65 Williamsburg

*New York Office:* 338 Washington St.

Phone 1521 Franklin

*Greenpoint Office:*

Vandervoort Ave., Withers and Jackson Sts.

**Wallabout Basin Storage Co., Inc.**

Office, 1212 Metz Street

*"On the Water Front"*  
Phones 3282 and 3283 Williamsburg**Forwarding, Storage, Carting,****Lightering, Weighing, Etc.****Tobacco Inspection Warehouse****Guaranteed Sampling by Experts****WAREHOUSES:**

400-414 Flushing Ave. 2-20 Skillman St. 21-35 Franklin Ave.

**OFFICERS:**George Dressler, President L. J. Lippmann, Treasurer  
Henry Hemmerdinger, Vice-Pres. M. G. Michaels, Secretary  
Manasseh Miller, Counsel H. N. Cohen, Manager

## BUFFALO, N. Y.

**BUFFALO  
STORAGE & CARTING COMPANY**  
STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

## BUFFALO, N. Y.

**O. J. GLENN & SON**Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

## BUFFALO, N. Y.

**LEONARD WAREHOUSES, INC.**

157-167 Georgia St.

73-93 Front Ave.

*Household Goods stored, packed  
and shipped by experienced men.***BUFFALO AND DETROIT**

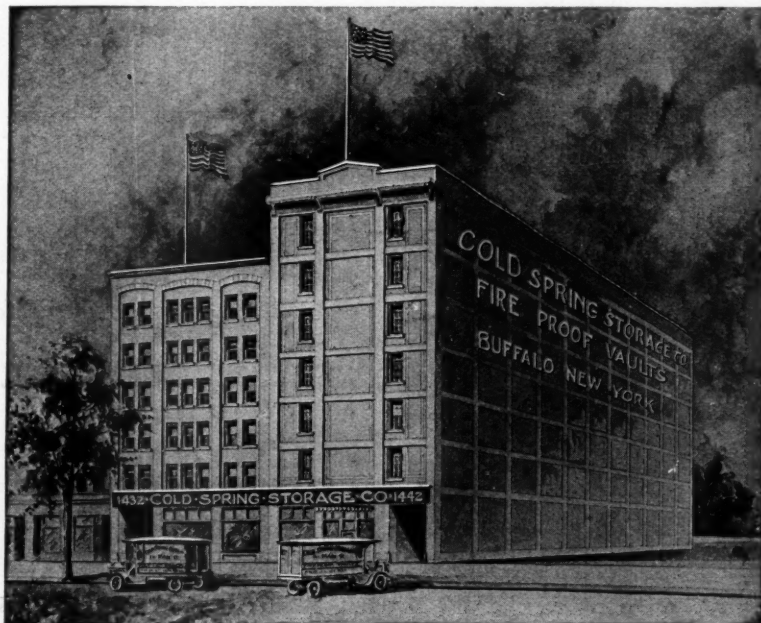
## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.**  
**"SERVICE"**

In distribution of goods for National Merchandisers.

286-308 Elm St., Buffalo, N. Y.

## BUFFALO, N. Y.

**We offer the MOST complete  
SERVICE in Buffalo and vicinity**Consign your Buffalo shipments to us.  
Twenty-seven years of practical experience insures the prompt and efficient handling of your consignments.

We will guarantee satisfactory service to your clients.

Five LARGE FIREPROOF and NON-FIREPROOF WAREHOUSES located at the "Hub" of Buffalo's residential centre yet convenient to railroad switches.

**We are Receivers and Forwarders of HOUSEHOLD GOODS of which we make a specialty****Storage — Removals —  
Packing — Forwarding**

We protect the shipper from upjst claims, make collections and remit promptly.

Our large fleet of motor trucks enable us to render quick and efficient service. Long distance hauling.

Busy Since 1895

**COLD SPRING STORAGE CO., Inc.**

J. W. POWELL, Pres.

J. W. POWELL, Jr., Sec'y and Manager

**1432-1442 Main Street, Buffalo, N. Y.**Members of: AMERICAN WAREHOUSEMEN'S ASS'N.  
NEW YORK STATE WAREHOUSEMEN'S ASSN.NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
BUFFALO CHAMBER OF COMMERCE



**BUFFALO, N. Y.**

FOR BUFFALO SHIPMENTS of  
**HOUSEHOLD GOODS  
OR MERCHANDISE**

*We have the facilities, equipment and  
experience to render what you desire.*

## SERVICE

We handle pool car shipments of household goods or merchandise,  
city deliveries and interurban distribution.

*Private side track on Erie Railroad*

**QUEEN CITY WAREHOUSE CORP.**  
25 HARDWOOD PLACE, BUFFALO, N. Y.

**FLUSHING, N. Y.**

## Blackham Storage & Trucking Co. INC.

We do a general storage, moving, carting and  
packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

**MT. VERNON, N. Y.**

## MAKE YOUR MT. VERNON, N. Y., SHIP- MENTS IN CARE

### CHAS. L. CARBREY

Member, N. Y. Furniture W'h. Ass'n.  
Nat'l. Furniture W'h. Ass'n.

**ELMIRA, N. Y.**

## WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and  
Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

## JOSEPH BIMBERG SONS

Elmira, N. Y.

**MT. VERNON, N. Y.**

Consign Shipments to Mt. Vernon, New York  
Central and New York, New Haven & Hartford  
Railroads

## John Stahl & Sons, Inc.

### Moving and Storage

Our Service extends to

Mount Vernon, Bronxville, Pelham Manor, Scars-  
dale, New Rochelle and White Plains or any other  
point in Westchester County.

#### MEMBERS:

National Furniture Warehousemen's Ass'n.  
New York Furniture Warehousemen's Ass'n.  
New York State Warehousemen's Ass'n.

#### Address mail

Main Office  
4761 White Plains Ave.,  
Bronx, N. Y. City

Mt. Vernon Warehouse,  
47-49 South 5th Ave.,  
Mt. Vernon, N. Y.

**ELMIRA, N. Y.**

## We Offer the Most Complete Service in Elmira and Vicinity

Service Our Middle Name

**BEST DISTRIBUTING POINT**  
in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet  
floor space, can accommodate 150 cars  
of merchandise.

Free switching privileges, D., L. & W.,  
Erie, Penna. and L. V. Railroads.  
Switch enters building; can load and  
unload under cover.

General Merchandise and Storage. For-  
warding and Transferring a Specialty.

Competent help in office and warehouse.

We can be used as a branch house at no  
extra expense.

We do our own trucking.

# ELMIRA

## STORAGE AND SALES COMPANY

**NEW YORK, N. Y.**

Main Office  
221 West Broadway

Tel.  
Franklin 0406

## Adriatic Warehouse Corp.

Storage for General Merchandise

221-223 West Broadway

5-7 White Street, New York

**NEW YORK, N. Y.**

## Baltimore & Ohio Stores, Inc.

S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.

SERVICE, PROMPT AND EFFICIENT.

B. & O. R.R. TRACKS RUN INTO WAREHOUSES.

CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY

PLANNED FOR HANDLING FOODSTUFFS.

REASONABLE STORAGE RATES.

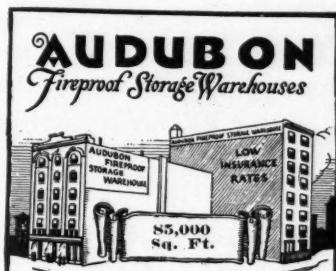
Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

## NEW YORK, N. Y.

## CONSIGN

Your Harlem and  
Washington  
Heights Shipments  
to us.

Efficient Service  
Prompt Attention  
Motor Equipment



1928 Amsterdam Ave., Cor. 155th  
St.

Moving — Packing — Shipping — Silver Vaults

**ABSOLUTELY FIREPROOF**  
Route to All Harlem Stations

MEMBERS: { National Furniture Warehousemen's Assn.  
New York Furniture Warehousemen's Assn.  
Van Owners' Assn., Greater New York.

516 West 181st St.



District from 135th  
St. to Yonkers, East  
and West Side.

DEAD STORAGE  
FOR AUTOS

## NEW YORK, N. Y.

Established Forty Years



## CAMPBELL STORES

Warehousemen and Truckmen  
Hoboken, New Jersey

Just across the river from New York City.

Distribution of Club Cars of Paper a Specialty

Ask for our New Storage Rate Guide

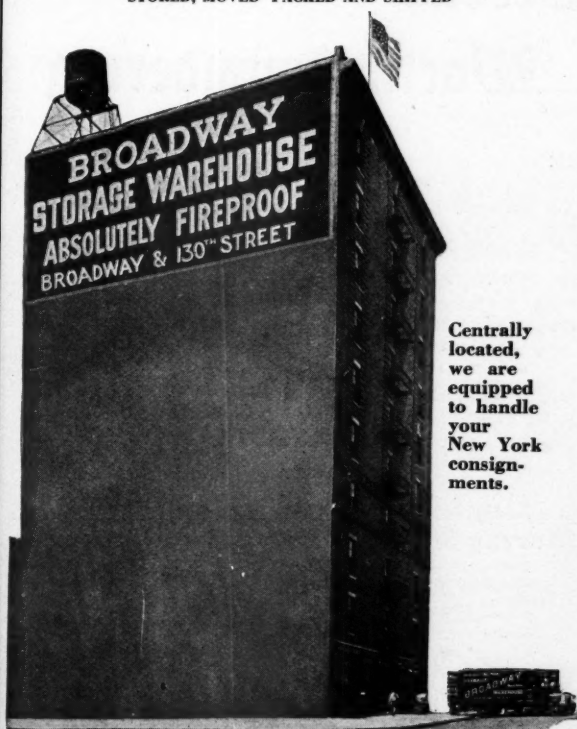
Also our Cartage Rate Schedule

RATES UNIFORM TO ALL

## NEW YORK, N. Y.

## HOUSEHOLD GOODS

STORED, MOVED PACKED AND SHIPPED



Centrally  
located,  
we are  
equipped  
to handle  
your  
New York  
consign-  
ments.

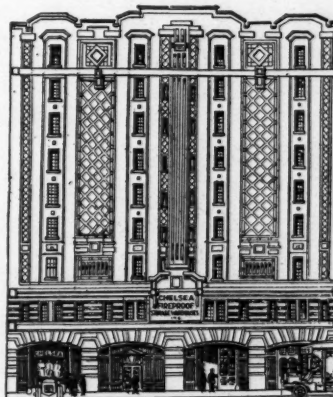
## NEW YORK, N. Y.

## Chelsea Fireproof Storage Warehouses, Inc.

COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping, Express  
and General Trucking.

Ship to the  
Chelsea



Equipped  
for prompt  
service.

Our Harlem Warehouse

## Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.  
Main Office Harlem Branch  
426-434 West 26th St. 112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants' Association of New York

NEW YORK, N. Y.

"SERVICE THAT SATISFIES"



### Cuneo Storage Co., Inc.

1569-1575 Southern Boulevard

MODERN  
FIREPROOF  
WAREHOUSE

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

NEW YORK, N. Y.

Consult Our Traffic Dept.  
For Export and Distribution

### Exporters Warehouse Co.

General Offices

53 Jay Street, New York City

Eight centrally located stores on Manhattan Island.  
Free—Tea Bonded and General Bonded.

NEW YORK, N. Y.

### East Coast Warehouse Co.

Receiving  
Packing  
Shipping  
Distributing  
Warehousing

By adding a complete new warehouse to  
our already adequate equipment we are in  
a position to render our customers the  
utmost in paying co-operation.

We are located within a few minutes of  
all the important railroad terminals and  
steamship piers and can handle your  
patrons' shipments with facility and  
despatch.

Our traffic expert will be glad to help you  
on all your shipping problems.

### East Coast Warehouse Co., Inc.

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
PresidentC. B. DUNCAN  
Secretary-TreasurerW. J. CARNAHAN  
Manager

We also handle the  
grinding of Shellac, Soda,  
Gums

(Output capacity per day  
8 to 10 tons)

Storage—Of general mer-  
chandise—Tea Bonded  
Warehouse

Cartage—A large fleet of  
motor trucks always at your  
service

Sampling—We employ ex-  
perienced samplers on all  
kinds of merchandise

NEW YORK, N. Y.



Our Warehouses are  
of Fireproof Con-  
struction and Offer  
Greatest Security.

## Efficient Service— Worth Considering

Fellow Warehousemen:—

The reputation of a Warehouseman, invariably  
is determined by the manner in which a shipment is  
completed.

We therefore offer you exceptional service to  
eliminate this risk of reputation.

We conduct, perhaps, the highest type of  
business in our line, catering to the handling of fine  
household effects and art collections for responsible  
people in this City.

We also ship from New York a large percentage  
of the higher grade household effects.


Will you avail yourself of our service?

Day & Meier  
Murray & Young, Inc.  
PACKERS - SHIPPERS  
AND MOVERS  
OF HIGH GRADE  
HOUSEHOLD EFFECTS & ART OBJECTS  
304-305-307 EAST 61ST STREET  
NEW YORK

Members—National Furniture Warehousemen's Ass'n—New York Furniture Warehousemen's Ass'n




## NEW YORK, N. Y.



**The GILBERT STORAGE CO. Inc.**  
*formerly*  
 HARLEM STORAGE WAREHOUSE CO. INC.  
 211 East 100<sup>TH</sup> St., New York City  
 Telephone LENOX 850-9508  
*Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.*

## NEW YORK, N. Y.



**MORGAN & BROTHER**  
 Storage Warehouses  
 and Motor Vans  
 G. E. TACKER, Manager

**MOVING      STORAGE      PACKING**

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
 and Shipped to All Parts of the World*

228 - 230 - 232 - 234 - 236 WEST 47th STREET  
 TELEPHONE 0052 BRYANT Times Square  
 Cable Address: MORGANWARE

Members:  
 National Furniture Warehousemen's Association  
 New York Furniture Warehousemen's Association  
 Van Owners' Association of Greater New York  
 Merchants' Association of New York

## NEW YORK, N. Y.

**Independent Warehouses**  
 Incorporated

415-427 Greenwich Street, New York

Fourteen storage warehouses, *bonded and free*, in the Metropolitan District of New York, with more than 1,000,000 square feet of floor space—situated near the more important railway and steamship terminals.

*Special Services*—Automatic Insurance; Insured Warehouse Receipts; Inspection, Appraisal, Sale and Liquidation of merchandise.

## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

## NEW YORK, N. Y.

**Mott Haven Storage Warehouse Co.**

Fireproof and Non-fireproof Warehouses  
 Factory Distributors — Motor Service  
 Adjacent to all Bronx Terminals. Economic and Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

**LEE BROTHERS, Inc.**

Operators of five large Warehouses, all in close proximity to Pennsylvania, New York Central and New York, New Haven & Hartford Railroads.

Thoroughly equipped to handle any shipment, either large or small, promptly and efficiently.

Experience extending over a period of over 40 years.

*Dead Storage for Autos*

**MAIN OFFICE, 212 EAST 125TH ST.**

## NEW YORK, N. Y.

**FIREPROOF WAREHOUSE**

**JOHN F. MURRAY STORAGE CORP.**

**WAREHOUSEMEN & FORWARDERS**

549-51-53 West 39th Street, New York City

Motor and Horse Service  
 C. H. License 213

Coopering, Weighing  
 Marking, Shipping

## NEW YORK, N. Y.

Tel. Longacre 491 Edward Keenan, Prop.

**Long Acre Express and Van Co.**  
 Storage Warehouse

Moving, Trucking, Packing and Shipping Motor Vans  
 408-410 WEST 47th STREET  
 Bet. 9th and 10th Aves. N. F. W. A. New York

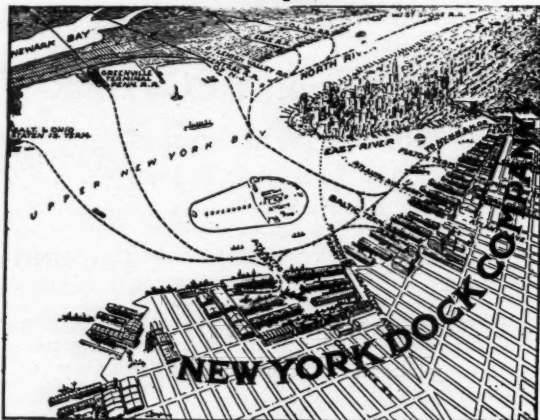
The Men Who Distribute

**Jersey Cereals**

Read **DISTRIBUTION & WAREHOUSING**  
 and consult the Shippers' Index

## NEW YORK, N.Y.

### Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere



Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS

3 RAILROAD TERMINALS

Buildings for lease with lightering and railroad facilities

### NEW YORK DOCK COMPANY

44 Whitehall Street, New York

Calendar showing map of New York Harbor sent on request

## NEW YORK, N. Y.

### H. W. ST. JOHN & CO.

37 Pearl St., New York

### STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods

Largest Distributors of Proprietary Medicines in New York City

Domestic and Foreign Re-shipments

EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

## NEW YORK, N. Y.

A Room for Every Load of Furniture

### The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto  
Packing—Shipping—Crating

National Furniture Warehousemen's Association  
N. Y. F. W. A., V. O. A. of Greater New York

## NEW YORK, N. Y.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office

and

Warehouse:

28th St. & 11th Ave.

Erie R. R. Tracks

Tel. Chelsea 7845-7846

Chicago Office

and

Warehouse:

Clark & 14th Sts.

Erie R. R. Tracks

Tel. Victory 2360-2429

## NEW YORK, N. Y.

"We Move in Society"

### HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

## NEW YORK, N. Y.

### Willoufred WAREHOUSES Inc

### General Merchandise Storage

665-73 11th Ave. and 601-03 W. 48th St.

New York City

FREE AND BONDED STORAGE

NEW YORK  
STATEN ISLAND } N. Y.

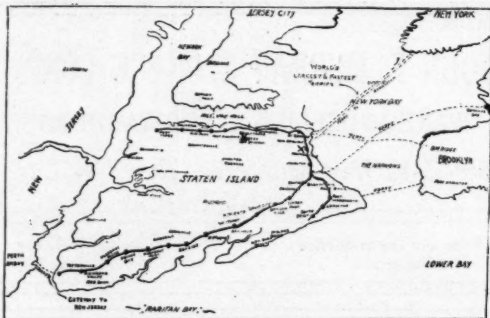
### STORAGE

## Richmond

### WAREHOUSES

WEST NEW BRIGHTON, N.Y.

C. H. BROWN, Pres.



We Solicit Your Staten Island Shipments

Warehouses located at West New Brighton and Tompkinsville, as designated by X

MEMBERS N. F. W. A., N. Y. F. W.

NEW YORK, N. Y.

# WARWICK-THOMSON CO.

## Transfer

### Forwarding Agents and Warehousemen

Main Office: 600 West 34th St., New York City

**Railroad-Freight.** Out-of-town Shippers of Car Loads to New York, consigned to one or more firms, can ship in care of WARWICK-THOMSON CO. and PROMPT DELIVERY and SATISFACTORY SERVICE will be guaranteed. We will re-ship your goods for suburban delivery by the BEST and CHEAPEST LINES.

**BEST FACILITIES OF ANY FORWARDING AGENT IN NEW YORK CITY.**

**WAREHOUSES.** Charges reasonable and Insurance Rates Low. Merchandise can be stored with us and delivered or shipped as per order, giving out-of-town firms same advantages for quick delivery as if they had warehouses in New York City.

Correspondence solicited.

NIAGARA FALLS, N. Y.

### WILLIAM YOUNG

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

NORTH TONAWANDA, N. Y.

### HAMILTON

Transfer & Storage Co.

Trucking and Hoisting  
Contractors

TRANSFER & STORAGE OF HOUSEHOLD GOODS



POUGHKEEPSIE, N. Y.

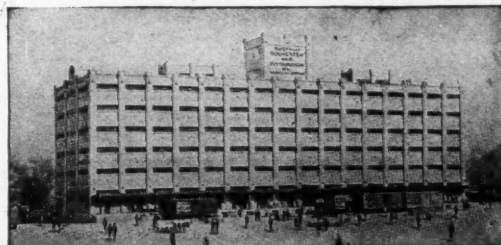
### Birrer Motor Freight & Transportation Co., Inc.

Poughkeepsie and New York Express  
Moving      Hauling      Shipping  
Concrete Distributing Warehouse  
Pool Cars

Office and Warehouse, 574-576 MAIN ST.

PHONE 2059

ROCHESTER, N. Y.



### General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

### B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.



**ROCHESTER, N. Y.**

Arthur S. Blanchard, President and Treasurer

**Blanchard Storage Co., Inc.**Storage  
Moving**HOUSEHOLD GOODS**Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

*Members New York and Illinois Furniture Warehousemen's Association***ROCHESTER, N. Y.**

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

**ROCHESTER, N. Y.****ROCHESTER CARTING CO.**

Members New York Warehousemen's Association

Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods

Two Large Storage Warehouses

162-164 ANDREWS STREET

The Men Who Distribute

**Swedish Separators**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index**ROCHESTER, N. Y.****JOSEPH A. SCHANTZ  
COMPANY**

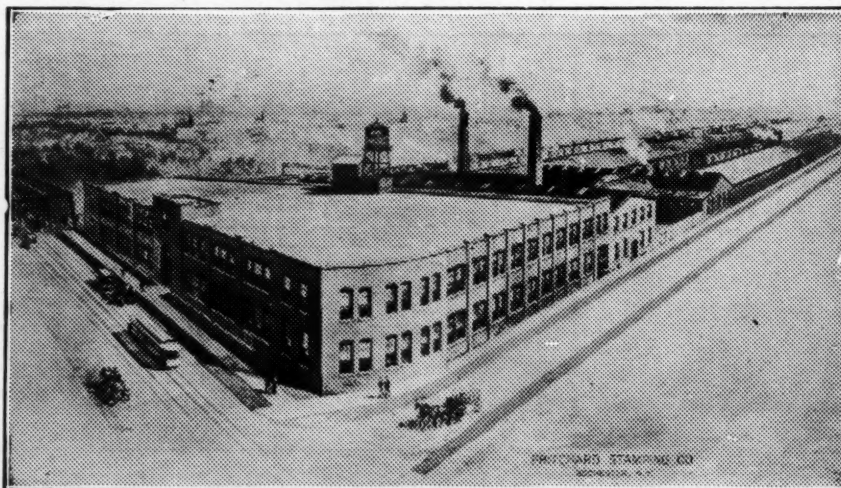
173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses**  
**Two Non-fireproof Warehouses**  
**Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

*Member of New York Furniture Warehousemen's Ass'n***ROCHESTER, N. Y.****ROCHESTER'S LARGEST WAREHOUSE**

Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

**Storage for  
General  
Merchandise  
and Household  
Goods**

**750 CARLOAD CAPACITY**

Connections with All  
Railroads Entering City  
Direct Switch Running  
Into Buildings

Local and Long Distance  
Hauling and Distribution  
"Same Day Service"  
Buildings Fully Equipped  
with Sprinkler System

**EDWARD W. WARDIN**  
Treas. and Gen. Mgr.

**PRITCHARD STORAGE & WAREHOUSE COMPANY**

East Main Street &amp; N. Y. C. R. R.

Rochester, N. Y.

## SCHENECTADY, N. Y.

**Lights and Hauls the World**

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

**NEIL F. RYAN**

*We Move Anything Anywhere*

Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and  
Vans. Local and Long Distance Hauling.

## SCHENECTADY, N. Y.

**SCHENECTADY**

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**

## SCHENECTADY, N. Y.

**W. CADY SMITH**

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped  
General Merchandise Distributors for Manufacturers and Wholesalers

Daily Express Service Between Albany and Schenectady

**KEEP IT UP!**

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, *you've got to keep 'em going.*

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

The Men Who Distribute

**Columbia Graphophones**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE**

**358-376 West Water St.**

**MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association

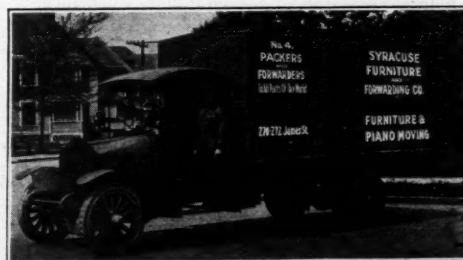
## SYRACUSE, N. Y.

*Always Ready to Serve and Satisfy*

**Syracuse Furniture & Forwarding Co., Inc.**

**270-272 James St.**

Better Than Bank Service on Collections  
Up-to-the-Minute Service

**MOVING PACKING SHIPPING STORAGE**

Sixteen years of satisfactory, progressive and efficient service in Syracuse enables us to give the best at the least expense.

**SYRACUSE SHIPMENTS MADE IN OUR  
CARE WILL BE HANDLED RIGHT**

Centrally  
Located  
to all  
Freight Houses



Siding on  
New York  
Central for  
handling car-  
load shipments.



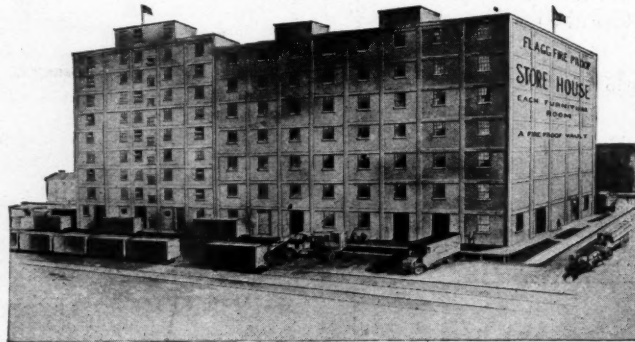
## SYRACUSE, N. Y.

SEPARATE ROOMS FOR FURNITURE,  
LIBRARIES, RECORDS, WORKS OF  
ART, HOUSEHOLD EFFECTS, ETC.

**Capital Invested**  
**\$400,000.00**

ESPECIALLY EQUIPPED FOR STORAGE  
AND FORWARDING GENERAL  
MERCHANDISE and POOL CARS

Est. 1899



MEMBERS OF  
American Warehousemen's Assn.  
National Warehousemen's Assn.  
American Chain of Warehouses  
New York State Warehousemen's Assn.  
Central New York Warehousemen's Club



SYRACUSE'S BEST  
**FLAGG STORAGE WAREHOUSE CO.**

*Fireproof Storage and General Trucking*

STEAM HEATED ROOMS FOR PIANOS

FURNITURE PACKED AND SHIPPED

RAILROAD CONNECTIONS

Cor. Townsend and Canal Sts.

SYRACUSE, N. Y.



## UTICA, N. Y.

**Consign Utica Shipments**  
to  
**JONES-CLARK TRUCKING AND  
STORAGE CO., Inc.**

127-135 Hotel St.

SPECIAL ATTENTION given to Mer-  
chandise Distribution and Pool Car Ship-  
ments. Storage of Merchandise, Furniture,  
New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

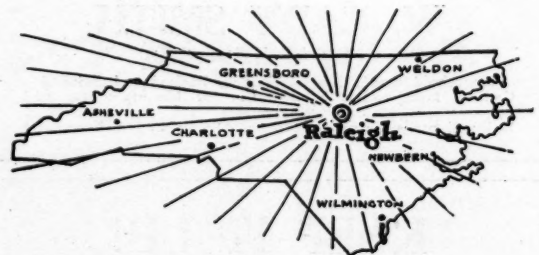
U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

**Pick Your  
Consignee**

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

## RALEIGH, N. C.



**R**ALEIGH, in the heart of the  
new south, is the logical dis-  
tribution point for shipments to  
this territory. It is centrally located  
and reaches a population of over  
one million, five hundred thousand  
within a radius of 100 miles. Raleigh  
has excellent railroad service and re-  
shipping facilities.

We store, reship and distribute all  
classes of freight in this territory.  
We have modern, brick warehouses  
located directly on the railroad tracks  
and specialize in pool car distribu-  
tion.

**CAROLINA**  
**STORAGE AND DISTRIBUTING COMPANY**  
(BONDED)



AKRON, OHIO

# The Union Fireproof Warehouse Company

Operating the

UNION FIREPROOF  
FURNITURE WAREHOUSES

AND

UNION TERMINAL  
WAREHOUSES

Merchandise Storage and Pool Car  
Distribution

B. & O., Penna., Erie and A. C. & Y. R. R.  
Sidings



Motor Vans  
Packing



AKRON, OHIO

## Knickerbocker Storage Co.

12 Cherry St., Akron, Ohio

Furniture & Household Storage, Merchandise, Moving, Packing,  
Shipping, Pool Car Distribution, Motor Truck Equipment, Erie  
Railroad Connection.

T. W. PIFER, Owner and Manager

CANTON, OHIO

## The Cummings Storage Co.

Cor. 4th and Walnut St., S. E.

CANTON, OHIO

General Merchandise, Distribution and  
Household Goods Storage.

Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.

Unsurpassed facilities for handling pool car and  
car load shipments:

Railroad Sidings

Logical Distributor for this Section

CINCINNATI, OHIO

### THE GATEWAY OF THE SOUTH

CONSIGN TO AND STORE YOUR CARS OF

Oils — Greases — Lubricants — Inks — Colors  
— Liquid Chemicals — Varnishes — Compounds

and other commodities of this nature put up in tight cooerage,  
in our cool cement cellars. Low rates. Excellent service.

The Baltimore & Ohio Warehouse, 918 W. 5th Street

CINCINNATI, OHIO



**CINCINNATI'S  
MOST MODERN  
STORAGE SERVICE**

One million cubic  
feet of storage space.

*Lowest Insurance  
in Town.*

**THE NEW  
BRIGHTON FIREPROOF STORAGE**

607-615 W. McMicken Ave.

**A Service That Opens The Door For You in Cincinnati and Ohio  
Valley Territory**

Our new 9-story fireproof warehouse, one million cubic feet  
capacity, and our fleet of sixty trucks, fit us to operate for  
you in this great territory with any class of service you  
desire.

In Cincinnati, Southern Ohio and Northern Kentucky, we  
can serve you. Merchandise storage, fireproof storage, dis-

tributing and forwarding are our specialties. The Cincin-  
nati and Suburban Express Company, owned and operated  
by us, with offices in principal towns of this territory, uses  
the Cincinnati & Dayton Traction and connecting lines for  
speedy delivery in connection with our fleet of trucks.

For prompt, efficient service, direct inquiry or shipment to

**The BRIGHTON TRANSFER COMPANY**

607-15 W. McMicken Ave.

CINCINNATI

OHIO

## CINCINNATI, OHIO

**FRED PAGELS**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

**A SERVICE THAT SATISFIES**Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

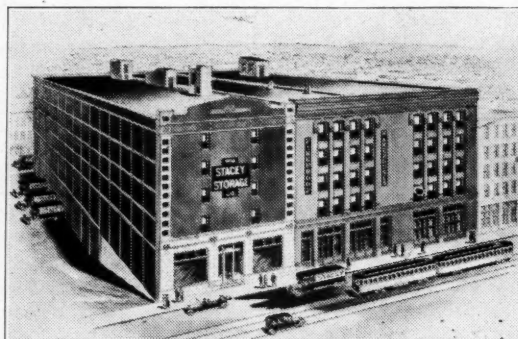
937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

Cincinnati's Leading Warehouse  
**Stacey Service**  
is the  
**Best**



150,000 SQ. FEET

**Storage  
Packing****Hauling  
Shipping**

Send us your consignments; we will take care of your  
interests

**The Wm. Stacey Storage Co.**  
2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

## CINCINNATI, OHIO

**A Good Reputation of  
Long Standing**

Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transhipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, plus the advantages named on page two of this issue, are good cause for you to entrust your warehousing interests to us. See page 2 of this issue.

**Panhandle Storage Warehouse**  
Cincinnati, Ohio.

J. F. Upperman, Resident Manager

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
222 and 224 East Front Street

## CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to  
**THE ZEIGLER-SCHAEFER CO.**

2941-43 EASTERN AVE.  
SIDING ON PENNSYLVANIA LINES

Moving - Storage - Packing - Shipping  
Efficient and Courteous Service  
Prompt Remittances  
COMPLETE MOTOR TRUCK EQUIPMENT

## CLEVELAND, OHIO

**THE  
CLEVELAND  
STORAGE CO.**

Established 1884

Offices: Guardian Building

**Mercantile Storage Only**

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
**Sprinkler System**

3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

**The  
NEAL FIREPROOF  
STORAGE CO.**

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

**The  
REDHEAD  
STORAGE CO.**

11605-09 EUCLID AVE.

**Announcement**

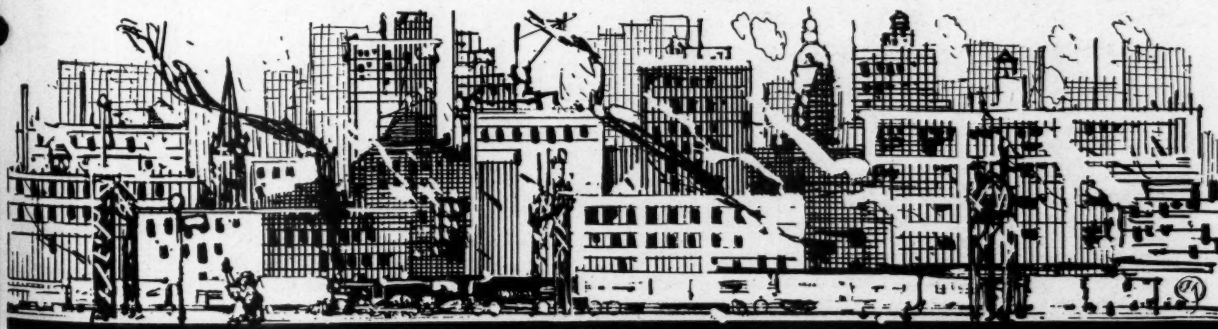
Redhead Storage Co. have consolidated the business formerly done by the Euclid Avenue Fireproof Storage Co. and the Redhead Storage Co. and operating as the Redhead Storage Company with Mr. Mead Redhead as president.

**The  
WINDERMERE  
TRANSFER & MOVING CO.**

**FIREPROOF  
STORAGE**

14136 EUCLID AVE.

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION





# Cleveland

MEMBERS OF NATIONAL FURNITURE

**The  
LAKEWOOD FIRE-  
PROOF STORAGE CO.**

14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

**JOHN BECKER  
Fireproof Storage**

2055 W. 41st STREET

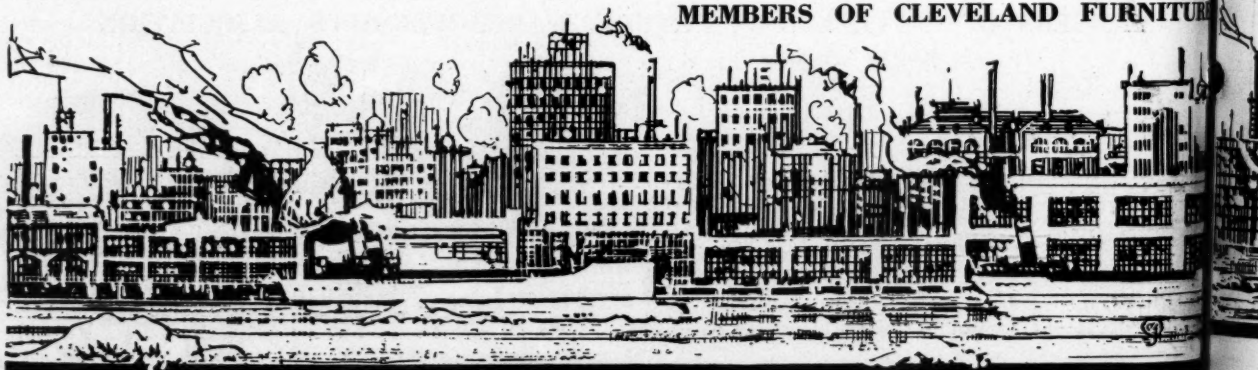
**The  
ANDREWS FIREPROOF  
STORAGE CO.**

6802 LEXINGTON AVE.

**The  
GARFIELD MOVING  
& STORAGE CO.**

7919 QUINCY AVE.

MEMBERS OF CLEVELAND FURNITURE



# Fifth City

WAREHOUSEMEN'S ASSOCIATION

The  
**KNICKERBOCKER  
STORAGE CO.**

7724 DETROIT AVE.

The  
**LINCOLN FIREPROOF  
STORAGE CO.**

5660-5704 EUCLID AVE.

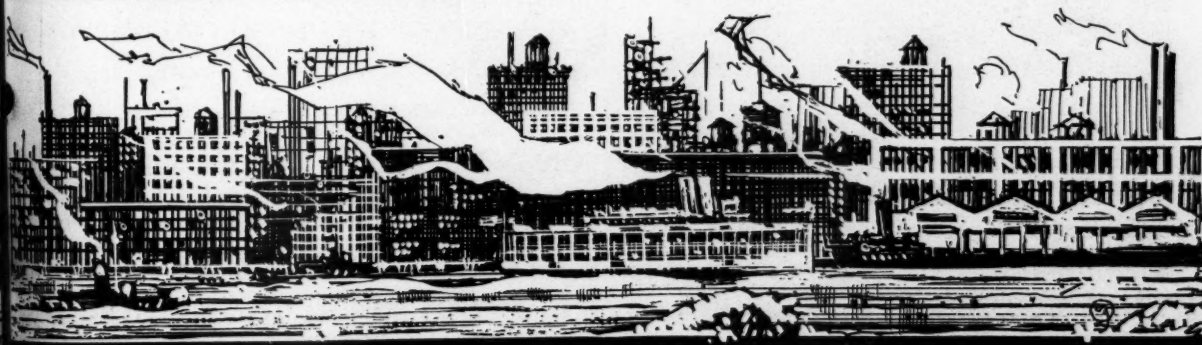
**LAKE SHORE MOVING  
AND STORAGE CO.**

664 EAST 105th ST.

The  
**SCOTT BROS. FIRE-  
PROOF STORAGE CO.**

1838-40 EAST 55th ST.

WAREHOUSEMEN'S ASSOCIATION



## CLEVELAND, OHIO

**THE CURTIS BRO.'S  
TRANSFER COMPANY**

French, Winter and Fall Streets  
CLEVELAND, OHIO

**MERCANTILE STORAGE AND  
GENERAL TRUCKING**

Low Insurance  
Sprinkler System

Private Siding on  
C. C. C. & St. L. R. R.  
Pool Cars for Distribution  
Motor Truck Service

## CLEVELAND, OHIO

*"Lederer Has Something in  
Store for you."*

MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL  
WAREHOUSE COMPANY**

## COLUMBUS, OHIO

**The W. Lee Cotter  
Warehouse Co.**

Operating the  
**COLUMBUS  
TERMINAL WAREHOUSES**  
(seven of them)

**FIREPROOF AND  
NON-FIREPROOF**

**MERCHANDISE STORAGE  
AND DISTRIBUTION**

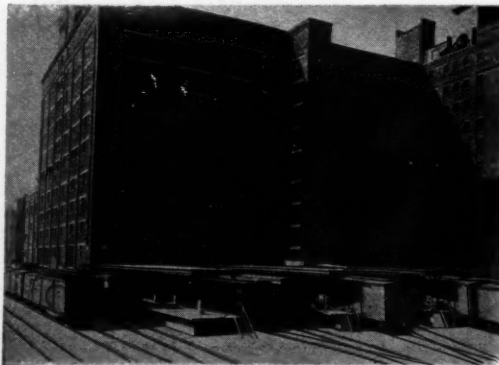


*Save 35% to 50% by  
shipping in car lots*

## CLEVELAND, OHIO

**The Ninth Street Terminal Warehouse Co.**

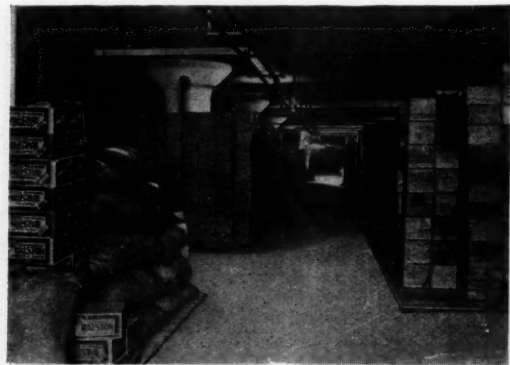
1200 W. Ninth St., Cleveland, Ohio



Private Tracks on C., C., C. & St. L. R. R.

3,500,000 cu. ft. General Storage.  
1,500,000 cu. ft. Cold Storage.  
63-Car Track Capacity.  
Lowest Insurance Rates.

**WM. J. HOGAN, Pres. and Gen'l Mgr.**



General Storage—Well Ventilated—Light—Sanitary

**Ohio's Largest and Most Reliable  
WAREHOUSE**

*For Storage and Distributing*

**A. B. EFROYMSON, Superintendent**



## COLUMBUS, OHIO

Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

## TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

## Motor Truck Service

Vaults for Valuables

Private Rooms

## MANSFIELD, OHIO

## The Cotter Transfer & Storage Co.

Operating Five Fireproof  
and Non-Fireproof Warehouses

in

## MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage  
and Distribution*

## COLUMBUS, OHIO

## THE KUTSCHBACH-McNALLY CO.

Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANDISE  
Siding on Pennsylvania Tracks  
Manufacturers' Distributors MOTOR Equipment  
Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

## The Merchandise Storage Company

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

## MARION, OHIO

## MERCHANTS TRANSFER COMPANY

160 McWILLIAMS COURT

MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

## WAGNER FIREPROOF STORAGE & TRUCK CO.

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## LAKEWOOD, OHIO

## THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## If Your City Isn't Represented Here

Put it on the shippers' map by  
inserting your card in this space.

## LIMA, OHIO

POOL CAR DISTRIBUTORS

## EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,  
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

The Men Who Distribute

## Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SPRINGFIELD, OHIO

THE  
**Citizens Transfer  
and Storage Co.**

LOWRY AVE. AND BIG FOUR R. R.  
**SPRINGFIELD, OHIO**

We have the facilities, equipment and experience to render what you desire.

**SERVICE****STORAGE OF**

*Merchandise and Household Goods  
Forwarders and Distributors  
Motor Truck Service*

W. A. HANCE

W. P. BYERMAN

Private siding on C. C. St. L. R. R.

## TOLEDO, OHIO

LET RATHBUN DO IT!

**THE RATHBUN CARTAGE CO.**

195-197 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS  
HOUSEHOLD GOODS AND MERCHANDISE

We have any kind of a rig up to 20 ton capacity.

## TOLEDO, OHIO

**THE TOLEDO****MERCHANTS' DELIVERY COMPANY**

215 SO. ST. CLAIR ST.  
AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

**The Toledo Terminal Warehouse Co.**

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE

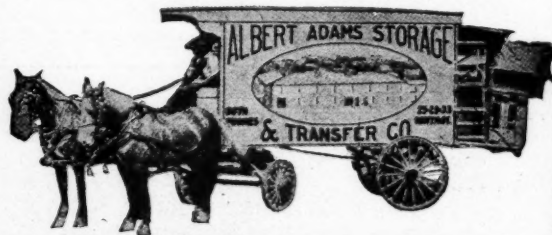
Special Attention to Pool Car Distribution

## ZANESVILLE, OHIO

**ALBERT ADAMS  
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space



## TOLEDO, OHIO

DREW DOES IT

**H. L. Drew Cartage and Storage Co.**

Merchandise and household goods storage.  
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

**THE GENERAL  
FIREPROOF STORAGE CO.**

651-655 STATE STREET

**Household Goods Exclusively**

Members: Illinois Furniture Warehouse Association  
American Warehouse Association

## TOLEDO, OHIO

**HOUSEHOLD GOODS EXCLUSIVELY**

Established 1894

**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**MANOR STORAGE CO.**

516-530 Sumner Street  
TOLEDO, OHIO

MERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE

## CLINTON, OKLA.

CHURCH WAREHOUSE &amp; TRANSFER CO., Clinton, Okla.

DISTRIBUTORS FOR WESTERN OKLAHOMA

Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. &  
O. W. Railroads.

Only Brick Warehouse in Western Oklahoma

Storage and distribution of Merchandise and Pool Cars given special  
attention.

Member American Warehousemen's Association

## MUSKOGEE, OKLA

**Muskogee Transfer & Storage Co.**

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

The Men Who Distribute

**Indian Motorcycles**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

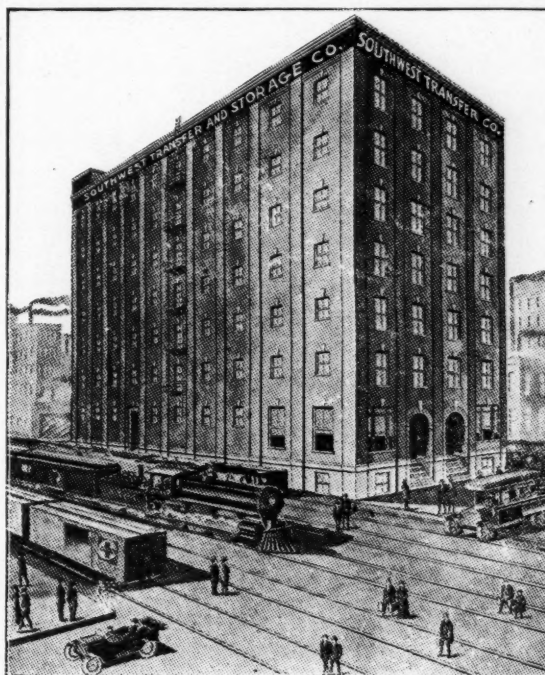
## OKLAHOMA CITY, OKLA.

## Merchants Southwest Transfer & Storage Company

FIREPROOF  
STORAGE, MOVING  
PACKING, SHIPPING  
L. C. L. & Carload Distribution

IT CAN BE DONE BY US

You should avail yourselves of our excellent facilities and modern equipment. We are at your service and welcome an opportunity to demonstrate our ability in giving efficient and satisfactory results.



## Merchants Southwest Transfer & Storage Company

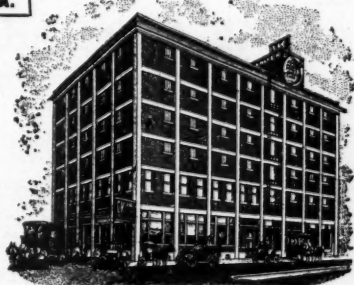
1-3-5 East Grand

Oklahoma City, Oklahoma

## OKLAHOMA CITY, OKLA.

Fireproof  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I.F.W.A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.



## O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

## OKLAHOMA CITY, OKLA.

## RELIABLE STORAGE & TRANSFER COMPANY (Not Inc.)

SIG. GOLDSTEIN, Prop. & Mgr.

STORAGE—DISTRIBUTORS—FORWARDERS

MERCHANDISE and HOUSEHOLD GOODS  
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
PRIVATE SIDING—ALL RAILROADS  
Member A. W. A.

## PORTLAND, ORE.

## General Warehousing Storage-Distribution Portland Oregon



*Logical distributing point  
of the  
Pacific Northwest Territory.*

## PORTLAND, ORE.

## OREGON AUTO DESPATCH

Office and Warehouse

200 North 13th St.

## DRAYAGE AND STORAGE

Distribution Cars a Specialty  
Free Switching From All Railroads

The Men Who Distribute

## Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Chester Paper Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## PORTLAND, ORE.

*Mr. Traffic Manager:*

Did you ever compare  
the cost of cheap stor-  
age and distribution  
rates plus indifferent  
service with FAIR stor-  
age and distribution  
rates plus REAL ser-  
vice?

OREGON TRANSFER COMPANY

474 Glisan Street

PORTLAND

OREGON

## ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.  
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

## BUTLER, PA.

BUTLER TRANSFER COMPANY

"Our Business is Moving"

Household Goods and Commercial Storage.

Distributors—P. R. R. Siding—Car loads a specialty.

## CHESTER, PA.

Headley's  
Express & Storage Co., Inc.

General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

The Men Who Distribute

**Ginter Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ERIE, PA.

ERIE

STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,  
I. F. W. A., N. Y. F. W. A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

## ERIE, PA.

ERIE WAREHOUSE COMPANY

A Complete and Efficient Service

Mercantile Storage

Pool Car Distribution

CENTRAL LOCATION

AMPLE WAREHOUSE AND

TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

## ERIE, PA.

LAKE AND RAIL



Our downtown warehouse is a modern build-  
ing, fireproofed, commodious, and located in  
the heart of Erie's wholesale district, read-  
ily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on  
the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie  
Warehouses the logical place and means for rapid, convenient,  
profitable distribution by discriminating shippers.

See page 2, this issue.

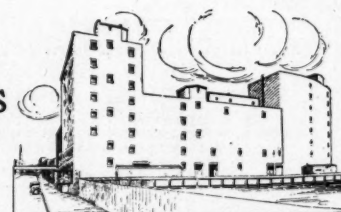
**Fort Erie Warehouses & Docks**  
*Erie. Pa.*

J. M. Dunkle, Resident Manager

## HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings.

HARRISBURG, PA.

## HARRISBURG, PA.

**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities. See page 2 of this issue.

## Keystone Warehouse Harrisburg, Pa.

W. C. Wirth, Resident Manager

## HARRISBURG, PA.

## MONTGOMERY & CO.

### STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities      Pool Car Distribution  
Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

## KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS      MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

## Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## OIL CITY, PA.

## CARNAHAN

### TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

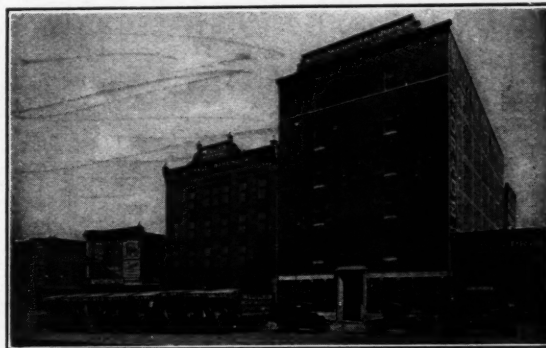
## HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

## Miller North Broad Storage Co.

2709-2721 North Broad Street

## PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND  
SAFETY ABOUNDS



North Philadelphia Storage Co.

2033 Lehigh Ave.

## PHILADELPHIA, PA.

## Penn Storage & Van Co.

2136 MARKET STREET

The Men Who Distribute

## Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

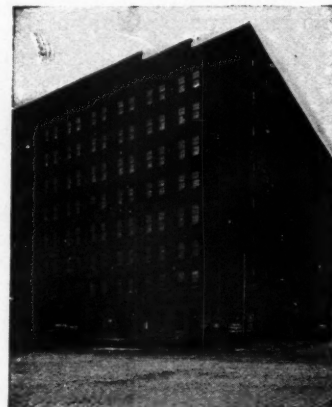
## PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA

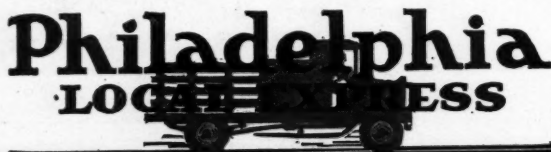


Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization. Competent Office Warehouse Staff  
Members American Warehousemen's Association—American Chain of Warehouses

## PHILADELPHIA, PA.



1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets  
CAMDEN, N. J.

## PITTSBURGH, PA.

In  
PITTSBURGH

It's

## BLANK'S Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE



## PITTSBURGH, PA.

**Duquesne's Offer:  
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety. See page 2 of this issue.

**Duquesne Warehouse Co.  
Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.



## PITTSBURGH, PA.

**MURDOCH****STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

**546 NEVILLE STREET  
PITTSBURGH, PA.**

Branch Warehouse, Wilkinsburg, Pa.

**Murdoch Means Service**

## PITTSBURGH, PA.

**HASLEY BROTHERS  
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**J. O'NEIL EXPRESS & STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

**NEW FIREPROOF STORAGE HOUSE**  
Separate Rooms

## PITTSBURGH, PA.

**SERVICE TO THE  
CORRESPONDENT.**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN  
STORAGE AND TRANSFER CO.**  
CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

**SHIP YOUR CARS TO US FOR DISTRIBUTION  
Pool Cars**Received, Checked, Distributed.  
Reshipped in Less Than Car Lots.**Pittsburgh Distributing Co.**601 Empire Building  
Pittsburg, Pa.

ESTABLISHED 1910

## PITTSBURGH, PA.

**WEBER  
EXPRESS & STORAGE COMPANY**  
GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

**4620 HENRY STREET****If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.

## PITTSBURGH, PA.

**Interstate Trucking Company**Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance HaulingExperienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

The Men Who Distribute

**United Drug Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PITTSBURGH, PA.

## SHANAHAN

### Transfer & Storage Company

Established 1865



CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## WILKES-BARRE, PA.

## "Same Day Service"

### MERCHANTS WAREHOUSING COMPANY

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.  
Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and C. R. R. of N. J. sidings.  
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of N. J., D. & H. freight stations.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

## PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

## BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

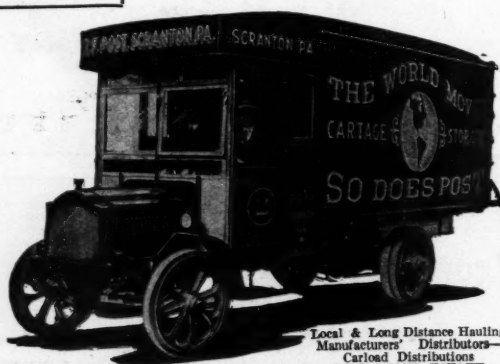
## CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## READING, PA.

**Columbian Warehouse Company**  
Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

## SCRANTON, PA.



Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributions  
R. F. POST ESTATE

## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best"  
(Rotary)  
**The Quackenbush Warehouse Co.**  
Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

## PROVIDENCE, R. I.



## A Personal Service By Experts

This modern warehouse with eight car capacity siding on Main line of New York, New Haven and Hartford Railroad is equipped to give a prompt economical forwarding and distribution service.

Each account is handled by experts, trained in the handling of traffic and distribution.

City and suburban deliveries by our own trucks at reasonable cost.

No congestion—no delay.

Storage and Distribution of Merchandise only.

## Service Warehouses, Inc.

643 Elmwood Ave.  
PROVIDENCE, R. I.

Shipping Address  
Auburn, R. I.

Mail Address  
P. O. Box 908, Providence, R. I.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

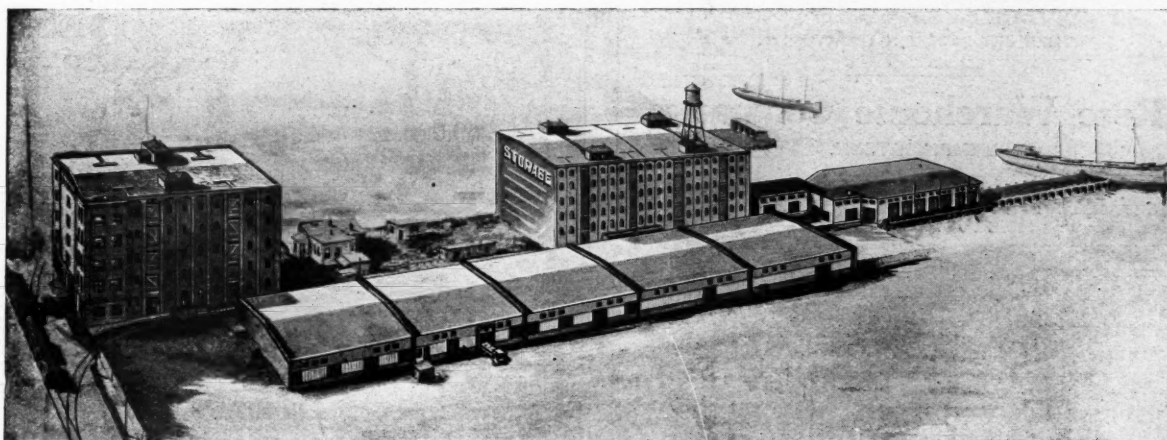
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

**WM. M. HARRIS, JR.**  
 Treasurer & General Mgr.

**WM. A. MILLSPAUGH**  
 Secretary

**H. E. LEAVER**  
 Superintendent



## CHARLESTON, S. C.

**CHARLESTON**  
**Warehouse & Forwarding Co.**  
 CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

## CHATTANOOGA, TENN.

**THE CHATTANOOGA**  
**TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## ABERDEEN, S. D.

**Aberdeen Storage Company**  
 Aberdeen, S. D.  
 Storage and Distributors  
 Pool Cars Solicited

## WATERTOWN, S. D.

**FIREPROOF** **BONDED**  
**DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

## CHATTANOOGA, TENN.

**CHATTANOOGA**  
**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
 GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and  
 W. & A. Railroads Within One Block of All Freight  
 Depots

Consign Your Goods in Our Care



**KNOXVILLE, TENN.**

**C. C. SULLINS, Sales Agent**  
Warehousing, Distributing and Selling  
POOL CARS A SPECIALTY  
KNOXVILLE, TENNESSEE

**MEMPHIS, TENN.****IF**

???

—YOU ARE LOOKING FOR  
A WAREHOUSE THAT BELIEVES IN  
"SERVICE FIRST"  
THEN GET IN TOUCH TODAY WITH

**Rose Warehouse Company**  
MEMPHIS, TENN.

LIGHT, CLEAN STORAGE  
FREE SWITCHING SERVICE  
CONVENIENT TO RAILROADS

**NASHVILLE, TENN.**

**E. M. BOND**  
**FIREPROOF STORAGE CO.**  
HOUSEHOLD GOODS AND MERCHANDISE  
Modern Fireproof Building  
Private Siding With All Rail Connections.

**BEAUMONT, TEXAS**

**The Heisig Storage  
Company**  
**BONDED**

**BEAUMONT, TEXAS**

Brick building well ventilated and equipped with  
Automatic Fire Sprinklers. STORAGE, FOR-  
WARDING and DISTRIBUTING.

## Pick Your Consignee

from the companies listed in this  
section—they are the "live wires"  
of the field and will handle your  
shipments promptly and efficiently.

**DALLAS, TEXAS**

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in  
our care.

We will protect your interests  
and satisfy your customer.

We give special attention to  
pool car distribution and solid  
car consignments.

60,000 square feet of fireproof  
storage space.

Motor trucks and team equip-  
ment.

Private siding for all railroad  
connections.

*"We Help Ourselves by Helping  
Others"*

**DALLAS, TEXAS**

**CARLOAD DISTRIBUTION & STORAGE**

**Merchandise and Household Goods**

**The Inter-State  
Forwarding Co.**

Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.

on T. & P. R. R. Capacity Unloading 12  
Cars Per Day.

Maintains an organization for service in all  
branches of Warehousing and Distribution

**W. I. FORD and R. E. EAGON**  
Associate Managers

**EL PASO, TEXAS**

**El Paso Fireproof Storage Co., Inc.**  
Established 1911



75,000 Sq. Ft.—Fireproof—Bonded  
**STORAGE**  
and  
**DISTRIBUTION**  
Merchandise and Household Goods

Our Warehouse is in the Center  
of the Jobbing and Business District.

"Service Guaranteed"

**Campbell and Mills Sts. El Paso, Texas**  
Two Blocks East of Post Office  
Members of the National Furniture Warehousemen's Association

**EL PASO, TEXAS**

**R. L. Daniel Storage Co.**

**Box 487, 1706 Texas, 2813 Durazno Sts.**

Our hobby is the crating, packing, shipping and storing of  
household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

**EL PASO, TEXAS**

FOR SERVICE

**Odom's Transfer & Storage Co.**

**FIREPROOF AND SEMI-FIREPROOF STORAGE  
WITH TRUCKAGE MODERN EQUIPMENT**

**MERCHANDISE—HOUSEHOLD GOODS—AUTOMOBILES  
WAREHOUSING—FORWARDING—DISTRIBUTING—PACKING  
LIGHT AND HEAVY HAULING**

## Pick Your Consignee

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

**EL PASO, TEXAS**

Receiving  
Storage  
and  
Distribution  
of  
Merchandise



Packing  
Crating  
Shipping  
of  
Household  
Goods

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only.  
Twelve Other Warehouses for Household Goods, Etc.

**MAKE OUR WAREHOUSE YOUR BRANCH HOUSE**

—BECAUSE—

NO SWITCHING CHARGES  
WE ARE BANKERS OF MERCHANDISE  
WE HAVE THE LOWEST INSURANCE RATES IN EL PASO  
WE HAVE A THOROUGH WAREHOUSE ORGANIZATION  
WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION  
EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

**INTERNATIONAL WAREHOUSE CO.**

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

## FORT WORTH, TEXAS

## In Fort Worth — It's Binyon-O'Keefe

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth —It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

## BINYON-O'KEEFE

FIREPROOF STORAGE CO.

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association.

## GALVESTON, TEXAS

## The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF  
WAREHOUSES

Pool Car Distributors

Forwarders

## HOUSTON, TEXAS

## A B C Storage & Moving Co.

Distribution and Forwarding

FIREPROOF WAREHOUSE CENTRALLY LOCATED  
R. R. siding on Southern Pacific Line with free switching from all lines.

**A**DVERTISING  
Doesn't Jerk — it  
Pulls — a Steady Pull  
Every ad Goes to Confirm  
the one Before it—to  
Strengthen the One That  
is to Follow and There's  
No Waste of Effort or  
Money. The Stayer Wins  
Every time.

## GALVESTON, TEXAS

## Heart to Heart Chats with the Traffic Manager

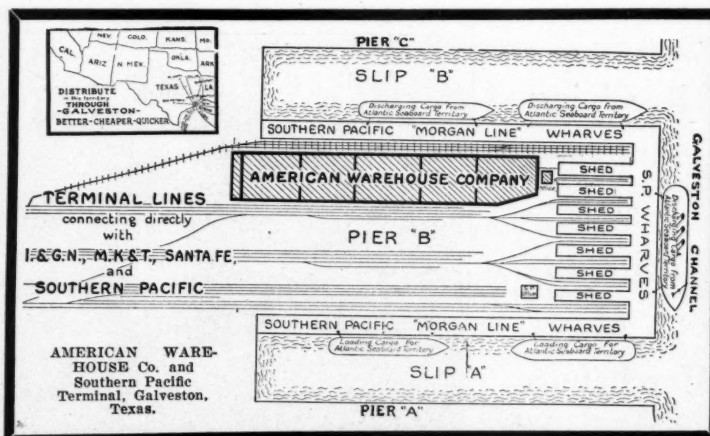
### No. 7 "YOU CAN'T JUDGE A BOOK BY ITS COVER"

Nor a warehouse by its letterhead. But you can judge both by looking on the inside, and for that reason we publish below a set of instructions posted in and around our warehouses for the guidance of our employees. These are an index of our warehousing methods

1. Use your head—always.
2. Ship old lots first.
3. When you have a few minutes to spare, nail up that broken case.
4. Telegraphic orders **MUST** be shipped date received.
5. Orders received by mail must be shipped on date received, with possible exception of late post. An order not filled after 24 hours becomes a **CRIME**.
6. Handle all merchandise carefully. It is valuable. Careless handling causes loss of time and money.

Office of Eastern Freight  
Agent—Foot of Conover  
Street, Brooklyn, N. Y.

Telephone: Henry 3385



7. Time is money to you and your employers, therefore speed up—BUT—
8. Remember that accuracy is the warehouseman's biggest asset and to be attained at any cost.
9. Your job depends on the satisfaction of our principals, whose interests must be your first consideration. **OUR SERVICE MUST BE MAINTAINED.**

**AMERICAN WAREHOUSE COMPANY**  
Galveston, Texas



HOUSTON, TEXAS

# HOUSTON, TEXAS

## Binyon-O'Keefe Fireproof Storage Co.

*The House of Real Service*

Pool Car Distributors for  
Southwest Texas and Mexico  
Ideal Facilities for Permanent  
Stock Distribution

500,000 Square Feet Floor  
Space

Warehouses at Houston  
Ft. Worth and Galveston

HOUSTON, TEXAS

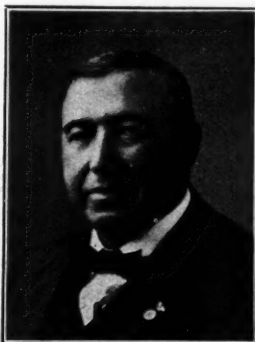
When Shipping to  
Houston, Texas

Remember

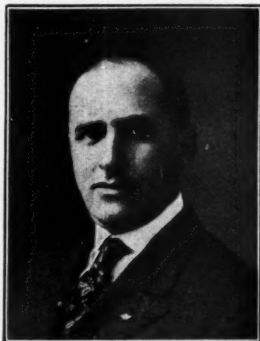
### Westheimer Service

As Established  
38 Years Ago

*It cannot be  
improved upon.*



S. J. WESTHEIMER  
President



BENJ. S. HURWITZ  
Vice-President



J. L. ARONSON  
Secretary-Treasurer

SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.

SAFETY

COURTESY

SERVICE

SAN ANTONIO, TEXAS

## Muegge-Jenull Storage Co.

Distributors Pool Cars for Texas and Mexico

General Storage

Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates

Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all  
points in San Antonio territory.*

SCOBEY FIREPROOF STORAGE COMPANY  
San Antonio, Texas

TEXARKANA, ARK.

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

WACO, TEXAS

## MASON

TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

**WACO, TEXAS**

The Heart of Texas

**Weatherred Transfer and Storage Co., Inc.**

Members—A. W. A., N. F. W. A., Am. Ch., Tex. W. and Ft. M. A. and Rotary Club

Our modern warehouse covers one city block, with trackage on I. & G. N., G. C. & S. F. and St. L. & S. W. Rys.

Equipped to give the very best service on Storing and Distributing Merchandise.

Modern equipment for handling Household Goods.

**SALT LAKE CITY, UTAH**Members { American Warehousemen's Association  
Central Warehousemen's Club**Jennings-Cornwall  
Warehouse Company**

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

**NORFOLK, VA.  
PORTSMOUTH, VA.****The Seaboard Wharf  
&  
Warehouse Co., Inc.**

General Offices: 622 Dickson Bldg.,  
Norfolk

Wharves and Warehouses: Portsmouth

*For Prompt, Efficient Service in  
Loading and Discharging Cargoes,  
Weighing, Packing and  
Forwarding—*

**Brick Storage Warehouses  
Modern Dock Facilities  
Four Side Tracks**

Members—American Warehousemen's Association, Norfolk  
Warehousemen's Association, Hampton Roads Maritime  
Exchange.

**NORFOLK, VA.**

**We Store—Forward—Reconsign**  
*Modern Fireproof Storage Facilities*

**Jones & Company, Inc.**  
GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.  
NORFOLK, VA.

**PETERSBURG, VA.****PACKERS—MOVERS—SHIPPERS**

**Special Attention to Pool Cars**

**Storage Warehouses**

**Motor Trucks and Teams**

**GRESHAM & WARE, Inc.****PETERSBURG, VA.  
HOPEWELL, VA.**

Distributing and Forwarding

**POOL CARS**

Furniture stored and crated

**SOUTHERN BONDED WAREHOUSE CORP.**

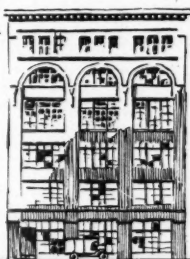
**SEATTLE, WASH.****EYRES STORAGE and DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded  
**Warehouses**  
Seattle, Wash.



**GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO**

In Seattle



*The "Better" Warehouse  
Means Satisfaction Always*

**T**O know that your goods will be handled promptly and carefully—that your customers will be treated with courtesy and consideration—and above all that you will be saved unnecessary annoyance and grief—this is truly Satisfaction.

We know that regardless of good buildings, modern facilities and a competent organization the thing in which you are most vitally interested is the giving of complete satisfaction to your customer.

Our business has been built on the principle of giving to both the distributor and his customer Satisfaction *always*. We have first provided modern buildings, adequate facilities and a well trained force, and to all this have added that "something more" which everyone desires.

Because we are giving this class of service each and every day to our many clients we know we can do the same for you. Don't worry along with part-time satisfaction. Come and be happy now. One car will start the smile.

**JORDAN**  
STORAGE & DISTRIBUTION CO.  
*Better Warehousemen*  
SEATTLE

SATISFACTION—not merely Service

SEATTLE, WASH.

**TAYLOR**  **EDWARDS**

TRANSFER CO.

SEATTLE

WASH.

**Merchandise Distributors**

DISTRIBUTION CARS.

Delivered, Forwarded or  
Stored.

RAILROAD CONNECTIONS.

ESTABLISHED 1905

FIREPROOF STORAGE

POOL CARS.

Furniture Packed, Shipped  
or Stored.

ASSOCIATION MEMBERS.

LOW INSURANCE

SEATTLE, WASH.

**UNITED WAREHOUSE CO.**  
**SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

TACOMA, WASH.



**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

**PACIFIC STORAGE and  
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE  
Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS  
BROADWAY AND 17th STREET

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

The Men Who Distribute

**Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## YAKIMA, WASH.

**MILLER TRANSFER &  
STORAGE CO.**

Successors to MILLER & LENINGTON  
DISTRIBUTORS and FORWARDERS  
PACKERS and SHIPPERS

**TRANSFER—STORAGE  
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

**SHIP IN OUR CARE**  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street    Sidney Hotel Bldg.  
'Phone 571  
Warehouse: 228 South 1st Street

**Automobile and Truck Storage**

## HUNTINGTON, W. VA.

**Traffic or Sales Managers**

**T**HE main point in our organization is service to you and your customer.

We own every equipment necessary to the smallest detail to carry out your wishes and all these facilities are placed in action the minute we have your instructions—our own private siding cares for your carloads quickly and is served by all roads entering city.

You will make no mistake placing your distribution thru us in this coal-timber and agricultural territory, better known as a new Land of Milk and Honey.

Our clients are our references. We want you as one of our satisfied family.

**MAIER SALES & STORAGE CO.**

**Huntington**    A city with 125 established plants, none ever left here to locate elsewhere. **W. Va.**

## CHARLESTON, WEST VA.

**Mathews Storage Warehouses**

Merchandise Distribution—General Storage  
Brick and Concrete Warehouses—Railway Siding

Members: American Warehousemen's Ass'n  
Nat'l Furniture Warehousemen's Ass'n  
**MOTOR TRUCK & TEAM SERVICE**

The Men Who Distribute

**Mellin's Food**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Palmolive Soap**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Aunt Jemima Pancake  
Flour**

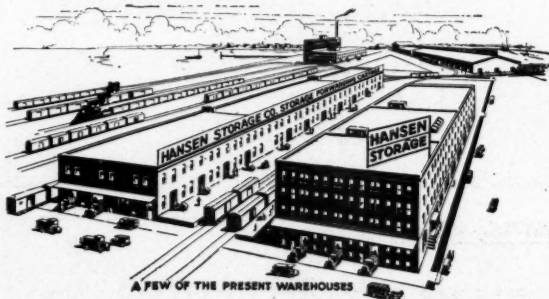
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY**

Capital \$1,000,000.00

**MILWAUKEE, WISCONSIN**



**WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE**

**12 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK**

**MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.**

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET KENOSHA, WIS.

## RACINE, WIS.

## RALPH LAWRENCE

Racine, Wis.

## STORAGE WAREHOUSE

MERCHANDISE AND MANUFACTURERS' PRODUCTS  
HOUSEHOLD GOODS STORED, PACKED  
AND SHIPPED

## MILWAUKEE, WIS.

## Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

## EDMONTON, ALBERTA, CANADA

## Western Transfer &amp; Storage, Ltd.

Official Carters for

C. N. R., C. P. R., B. D. & B. C., Central Canada Ry.  
A. & G. W. and G. T. P.

CARTAGE DISTRIBUTION STORAGE

Corner 102d Avenue and 103d Street  
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

## MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments toUnited Fire Proof  
Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.

Good service  
built this  
new fire proof  
warehouse.The newest  
and best in  
Milwaukee.

## HAMILTON, CAN.

CENTRAL DISTRIBUTING  
POINT.HAMILTON  
THE GATEWAY TO CANADA

Store and Distribute through

## The Glasgow Storage &amp; Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

## HAMILTON, CANADA

## Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

## Hamilton Terminal Warehouses Ltd

Hamilton, Ontario, where Freight Rates Break

Private Siding, All Railroad Connections

The Men Who Distribute

## Union Matches

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## OSHKOSH, WIS.

## OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.

## REFERENCES:

The Old Commercial National Bank. Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## KEEP IT UP!

One step won't take you very far, you've got to  
keep on walking;One word won't tell them what you are, you've  
got to keep on talking;One inch won't make you tall, you've got to keep  
on growing;One little "ad" won't do it all, you've got to keep  
'em going.Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

WINNIPEG, CANADA

**WINNIPEG**Assembling and Distributing  
Centre for the**CANADIAN WEST**

Our New Merchandise Warehouse—230 Princess Street

Sprinklered Building—  
Watchman Service  
**INSURANCE—  
THIRTY CENTS**

Our Own Delivery Equip-  
ment.

**TWENTY  
Motor Trucks  
and Teams**

Private Siding—Double  
Tracks.

P—18—P—21.  
Daily Shipping Reports.  
Weekly Stock Reports.  
Prompt Correspondence.

**PERSONAL ATTEN-  
TION by Shareholder  
Employees insures Service  
in every Department.**

TORONTO, CANADA

**Special Storage Facilities for  
Every Kind of Merchandise**

**The HOWELL WAREHOUSES Limited.**  
*General Mercantile Distributors*

311 King St East. TORONTO. Phone Main 7580

Member American Warehousemen's Association, American  
Chain of Warehouses

TORONTO, CANADA

**SPRINKLER  
PROTECTED**

**INSURANCE  
RATE 45c.**



**GENERAL MERCHANDISE DISTRIBUTORS  
AND WAREHOUSEMEN**

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

—and now!

**United States  
TREASURY SAVINGS CERTIFICATES**

(New Issue)

Pay about 4½% interest compounded  
semi-annually if held to maturity.

Sell on a discount basis: \$20 for \$25  
Certificates, \$80 for \$100 Certificates,  
\$800 for \$1,000 Certificates.

Increase in value each month; not sub-  
ject to market fluctuations.

Safeguarded by registration which  
protects the holder against loss by fire,  
theft or otherwise.

Repayable in cash on request.

Backed by the faith of the United  
States.

These features make Treasury Savings Cer-  
tificates an ideal investment for individuals,  
corporations, firms, associations and trust  
funds.

The U. S. Government Savings System  
Second Federal Reserve District  
120 Broadway New York City



# General Motors Trucks



*This GMC truck is giving splendid service to the Kathrens Transfer Company, Kansas City, Mo.*

## "My GMC Hasn't Cost Five Dollars for Repairs Since I Bought It"

"Real salesmanship sold me my first GMC truck," says June Kathrens, president of the Kathrens Transfer and Baggage Company, 39th and Main streets, Kansas City, Mo., "but real satisfaction, real service and real economy of operation have kept me sold on the GMC ever since."

The GMC truck shown in the accompanying illustration was purchased by Mr. Kathrens more than two and one-half years ago. It has been in constant operation ever since.

"Now, here's a truck that has given us real service," declared Mr. Kathrens in referring to the GMC, "as the loads it carries are big—sometimes too big. For it is a mighty hard job to keep the drivers from piling on all the furniture the truck will hold. As a result it is often overloaded away in excess of the rated capacity."

"It has had mighty hard treatment and continuous usage. It hasn't been petted nor pampered a single minute. But it hasn't cost me a five-dollar note for repairs

since the day I bought it. That's what I call real satisfaction and real economy."

It is evidence of this kind that proves, beyond all claims that we could make, that regardless of how difficult or unusual your delivery or hauling problems may be, that the GMC will handle them satisfactorily, economically and dependably.

### Built for Hard Work

You have only to inspect a GMC to appreciate the reason. First of all you will note the unusual sturdiness of its construction. In every part of its chassis there has been embodied a surplus strength over and above its rated capacity. This is one of the reasons you will find a GMC always on the job day in and day out regardless of how severe the work or how difficult the traveling.

You will further agree that the GMC engine was designed with a practical knowledge of present-day hauling needs. It gives you all the speed you could wish

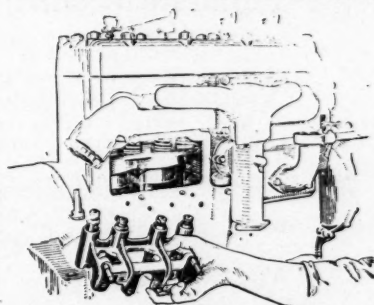
for and so often need for quick deliveries over smooth roads and at the same time all the power necessary for traveling over rough or muddy roads and up steep grades. For the GMC two-range transmission, an exclusive feature which is standard in all GMC models of two ton capacity and greater, has one range for speed and one range for power—all at the same engine speed.

Yet there is nothing complicated about GMC construction. Every effort has been made to simplify its design, eliminating the annoyance of the minor inconveniences which are experienced with most motor trucks.

### Easy to Care For

There is another big advantage in the fact that there is not a single wearing part in the GMC engine which cannot be replaced. These units have been so designed that they can be quickly and inexpensively removed for replacement or adjustment without disturbing the other units with which they function. As for example, take the GMC valve lifter assembly shown on this page. By simply taking out four cap screws the entire assembly can be removed. This makes it possible to replace a worn roller or tappet in a few minutes. It also provides easy access to the crankcase for the inspection of the connecting-rod bearings without having to remove the oil pan.

As a consequence of this and many other such advanced engineering features



*Removable Valve Lifter Assembly.*

as removable cylinder walls, pressure lubrication, dual cooling system, superheated carburetion and a positive speed governor, the GMC owner, whether he is operating one or a fleet of trucks, finds it a simple matter to keep them in first-class condition and in continuous profit-paying service at a surprisingly low maintenance expense.

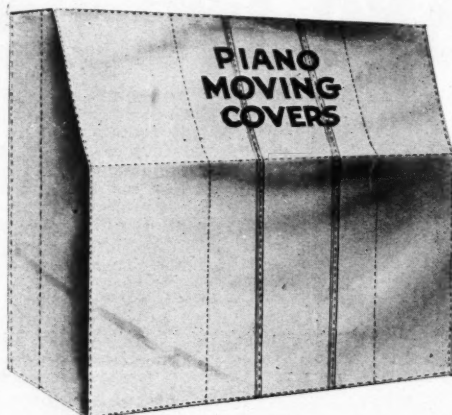
Send for our special booklet describing the entire GMC line, including models from one to five tons' capacity, which have been reduced to prices which make them just as economical to buy as to operate. No obligation, just address

## GENERAL MOTORS TRUCK COMPANY

*Division of General Motors Corporation*

**PONTIAC, MICH.**

*Dealers and Service in Most Communities*



## Fleece Lined Piano Moving Covers \$10.50 Each

*We Also Manufacture*

Furniture Loading Pads  
Table Top Covers  
Victrola Moving Covers  
Van Liner Pads  
Fancy Striped Linen Finish  
Storage Dust Covers  
Waterproof Auto Truck  
and Wagon Covers  
Burlap—Twine—Rope

*Get the Best*

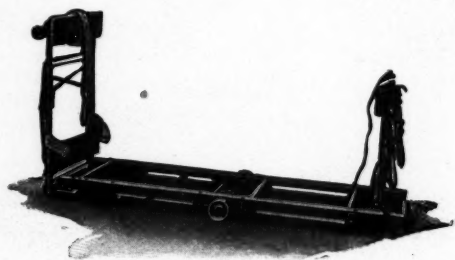
### WM. A. IDEN CO.

564 Washington Blvd., Chicago, Ill.

*Write Us for Prices*

## A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

*says an owner of four of them*



End Truck Covers  
Straps

Self-Lifting Piano Truck Co.  
Findlay, O.



## STEEL RUG RACKS



## Mean Certain Income Increase

By economizing floor space, rug-storage income is increased per square foot, and a greater number of square feet are liberated for other storage. The improvement in service attracts more patrons, still further increasing income.

Service Steel Rug Racks obstruct breeding of vermin, last as long as the building, give instant access to each roll, resist fire, hold their shape, adjust up and down every three inches. Your own men can install them, using only screwdrivers. Sections may easily be added as more customers make expansion necessary.

Ask us to have an engineer sketch a rug-room or trunk room layout that will increase capacity and income. No charge is made and the advice is expert.

SERVICE STEEL PRODUCTS CO.  
140 N. Dearborn St. CHICAGO, ILL.

## Refinish Furniture Quickly!



Here is a new varnish—Campbell's Quick Refinishing Varnish—that dries in 3 hours and can be rubbed and polished in 12 hours. Enables you to entirely refinish a piece of furniture in only two or three days. Saves time and money and does better work.

This new varnish is pale, durable and acid and water-proof. It rubs to a beautiful dull or polished finish. Satisfaction guaranteed. Money back if not more satisfactory than the varnish you are now using. It's economical, too. Write for prices.

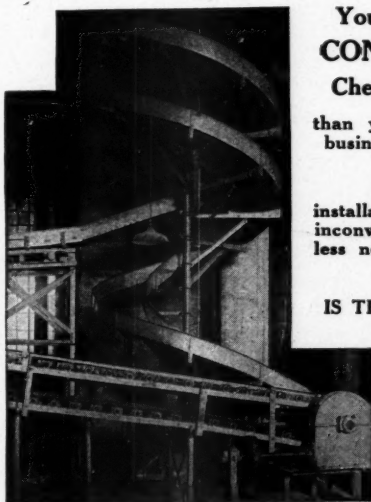
### Write for This FREE BOOK

Tells how to remove castor cup imprints, hot dish marks, packing marks, lamp rings, scratches and abrasions of all kinds from any varnished surface, quickly, easily and without revarnishing.

Full of invaluable information that will enable you to turn a large part of your present refinishing expense into profit. Write for your copy at once.



**THE M. L. CAMPBELL COMPANY**  
24th and Penn, Kansas City, Mo.



### You Can Buy CONVEYORS Cheaper NOW

than you will after business picks up.

#### ALSO

installation work will inconvenience you less now.

#### THIS IS THE TIME TO BUY

Owned by The Haslett Warehouse Co., of San Francisco, the development of handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

### THE HASLETT SPIRAL CHUTE CO.

Factory: 510-512 N. 61st St., Philadelphia, Pa.  
New York: 110 West 34th St.

Cleveland: 917 Citizens Bldg.

Southern Office: 523 Calvert Bldg., Baltimore, Md.  
Pacific Coast: 228 Pine St., San Francisco, Cal.

## Follow their Lead

### LEVER'S CARPET CLEANING & STORAGE CO.,

Atlantic City, N. J.

GEO. B. HOLMAN & CO.,

Rutherford, N. J.

JOHN WINKLER'S SONS, INC.,

Far Rockaway, N. Y.

CUMMINS STORAGE CO.,

Canton, Ohio

TULSA STORAGE & TRANSFER CO.,

Tulsa, Okla.

ORIENTAL RUG CO.,

Baltimore, Md.

RIPS TRANSFER CO.,

San Antonio, Tex.

SECURITY STORAGE & WAREHOUSE CO.,

Winnipeg, Canada

GEO. F. LANG CO.,

Wilmington, Del.

MEREDITH STORAGE & FURNITURE CO.,

Decatur, Ill.

BALLARD STORAGE & TRANSFER CO.,

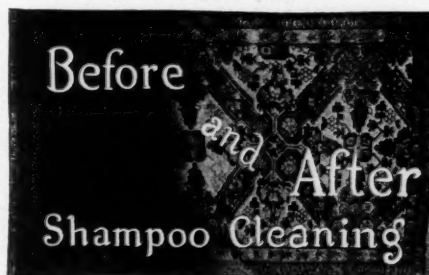
Minneapolis, Minn.

They are making money cleaning carpets and rugs—commercially with Connersville equipment. They're giving their customers a service that pays big dividends.

## CONNERSVILLE

### Vacuum Shampoo Process

You are not experimenting when you start the "Connersville" way. Hundreds of different firms are making a clean up of profit with a carpet cleaning department. Storage and Transfer Companies are in a particularly favorable position to get this business.



### Landers, Frary & Clark

U. V. A. Div., Dept. I, CONNERSVILLE, IND.



## WAREHOUSE EQUIPMENT

### WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

Write Us Your Requirements  
So We May Quote You Prices

#### The Cleveland-Akron Bag Company.

IMPORTERS OF BURLAP	PAPER, COTTON AND JUTE BAGS OF ALL KINDS	MAKERS OF PAPER
THE CHICAGO-DETROIT BAG CO GOSHEN, IND.	BRANCHES BUFFALO BAG CO BUFFALO, N. Y.	MISSOURI VALLEY SACK CO ST. JOSEPH, MO.

## BUSINESS PAPER ADVERTISING

### *An Essential to Success*

IT may safely be said that Business Paper Advertising is the foundation upon which almost all successful General Advertising has been built. Important as the latter is to manufacturers in many lines, it is essential only to a comparative few, whereas Business Paper Advertising is essential to large success in almost every line.

The power of Business Paper Advertising is almost unbelievable. Large businesses, whole industries in fact, have been built up without a line of advertising anywhere but in Business Papers. Almost every manufacturer of outstanding importance today grew from small beginnings. A great majority of these first learned of the business building power of publicity through advertising in the papers of their respective trades and industries. To this day they continue to maintain this class of advertising under any and all business conditions.

Selective in the character of its circulation, the Business Paper enables the advertiser to choose readers of any given class or occupation; makes it possible for him to talk to his "market" in its own language and upon the points in which it is interested.

A personal experience with Business Paper advertising covering a period of over twelve years has proven to me that the progressive men in any industry, profession or trade, from the biggest and most commanding figures down, read Business Papers.

W. L. RICKARD,  
President Rickard & Co.

Reprinted from *Advertising and Selling*

Binghamton

Electric



Truck Co.

INCORPORATED

Manufacturers of *Ideal* Industrial Trucks

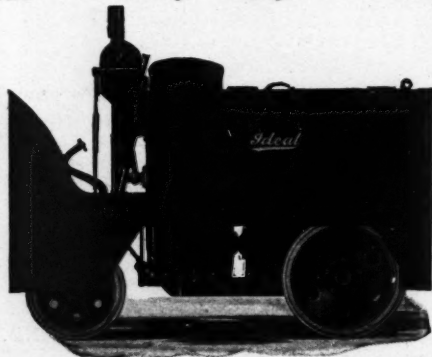
Main Office and Works: Johnson City, N. Y.

New York  
Syracuse

Boston  
Pittsburgh

Sales Offices:  
Philadelphia  
Chicago

Washington  
St. Louis



# WILSON

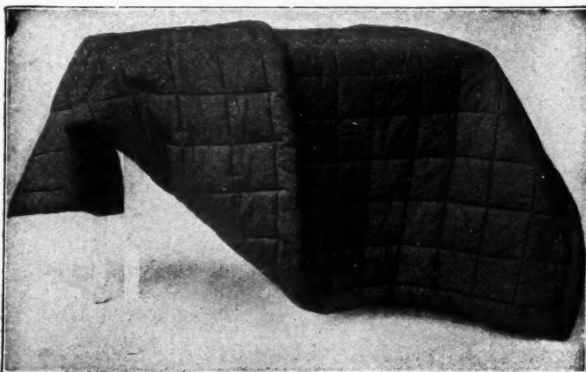
## Standard for Forty-five Years Announcement

**CHANGE OF ADDRESS:** To accommodate our expanding business, our general offices are moved to 11 East 36th Street, New York.

**OUR PRICES:** That we may do our part to encourage building NOW, prices on all Wilson products are greatly reduced.

**WILSON PRODUCTS:** Rolling Steel Doors and Shutters, Rolling Wood Doors, Folding and Rolling Partitions, Rolling Light Proof Doors, Rolling Fronts, Venetian Blinds and Awnings, Disappearing Door Wardrobes, Diffusel te Paints and Fixtures.

**THE J.G. WILSON CORPORATION**  
11 East 36th Street, New York  
Offices in the Principal Cities  
Telephone Vanderbilt 9636 and 7



## It Costs Money to Move

### WE ARE MOVING TO OUR NEW HOME

We have on hand 863 dozen of "PROTECTO" WAGON PADS. Rather than move these, we are offering them while the lot lasts, at the following reduced prices:

#### Quantity of the Following Sizes

571 dozen No. 12 cut size of cloth 72 x 80....\$28.50 dozen  
203 dozen No. 14 cut size of cloth 54 x 72.... 21.00 dozen  
89 dozen No. 16 cut size of cloth 36 x 72.... 16.50 dozen

### "PROTECTO" WAGON PADS

Made of Extra Heavy drill denim, cotton filled. Note that the pad is stitched in Square Blocks, preventing the cotton from bunching.

**GET BUSY.** Take advantage of this wonderful offer, wire or mail your order TODAY.

**CHICAGO QUILT MFG. CO.**

1133 Roosevelt Rd.

Chicago, Ill.



For city routes  
up to 50 miles—your  
competitors who use  
Walker Electric Trucks  
have the advantage of you  
by almost 50% on truck-  
ing costs. Unless you use  
Walkers too, your deliv-  
ery costs probably average  
twice as much as theirs.

Walkers positively give "lowest trucking cost." You can prove their economy by using our city route analysis and cost analysis forms—free on request by fleet owners.

Load Capacities:  $\frac{1}{2}$ -1-2-3 $\frac{1}{2}$ -5 tons

## WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA

AMERICA'S  
LARGEST  
MANUFAC-  
TURER OF  
ELECTRIC  
ROAD  
TRUCKS



## BRUNS MADERITE Moving Pads and Covers

BRUNS MADERITE Moving pads and Phonograph covers will protect from damage during transit—all dirt, paper, twine and labor incident to packing will be eliminated.

We manufacture van pads, table pads, furniture moving pads, tarpaulins—in fact, anything you might need along this line. Tell us your requirements and let us quote you prices.

**A. BRUNS & SONS**  
50 RALPH AVENUE BROOKLYN, N. Y.  
*Manufacturers of Everything Made of Canvas*

### The Eliminator of Time and Distance

Our experienced, practical conveying engineers will be glad to show you how INSTANT UNINTERRUPTED MERCHANDISE CONNECTION can be made from your upper to lower floors—in fact from any part of your building to the other.

A brief dictation to your stenographer will bring our representative to your desk. Act NOW.

# STANDARD

## INDOOR TRANSPORTATION SYSTEMS

STANDARD CONVEYOR CO., North St. Paul, Minn.



**ADVERTISE** now among your trade by using our leather specialties, which create Friendship and Good Will.

Appropriate for Conventions, Banquets, Souvenirs, etc.

Pocket-books, Bill-folds, Memo Cases, Key Cases, etc.

*Let us quote prices by mail.*

**The Beach Leather Company, Coshocton, O.**  
28 Years' Experience.

## Handle 75% More at 1/2 Former Cost

Many warehouses using Lakewood Tier-Lift Trucks have found that this combination load carrier and electric elevator enables them to handle 75% more at about 1/2 the former cost. Tier-Lifts will do the same for you. A new booklet, just off the press, will interest you.

*Send for a copy of "The Unbelievable 30%."*

**The Lakewood Engineering Co., Cleveland**

**THE** King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomfiting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

**The King Shipping Case Corporation**  
276 West Water Street Syracuse, N. Y.

# King Shipping Case



**The BRADLEY**

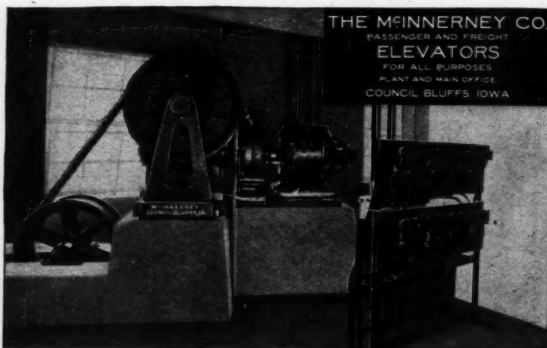
**The Latest and Best Circular  
Stencil Cutting Machine  
Ever Produced**

Four models, to cut 1/4", 3/8", 1 1/4" and 1 1/2" Letters. See last month's issue for illustration of Horizontal Machine.

**Drop Forged Steel Punches  
All Parts Interchangeable.  
Machines Sent on Trial**

Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.

**A. J. BRADLEY MFG. CO.**  
101 BEEKMAN ST. NEW YORK



**THE MCINERNEY CO.**  
PASSENGER AND FREIGHT  
ELEVATORS  
FOR ALL PURPOSES  
PLANT AND MAIN OFFICE  
COUNCIL BLUFFS IOWA

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*



## A Word to Employers

Your employees will appreciate an opportunity to save part of their earnings according to a definite plan.

Two methods are available:

- (1) Postal Savings accounts may be opened for each employee in which amounts of \$1 or more may be deposited.
- (2) \$1 Treasury Savings Stamps may be purchased and inserted in the pay envelope each week in lieu of cash.

For \$20 thus saved he receives a  
TREASURY SAVINGS CERTIFICATE  
worth \$25 in five years.

*Help your workers get ahead by making the Government's Savings facilities available to them.*

*Your POSTMASTER will cooperate.*

### The U. S. Government Savings System

Second Federal Reserve District  
120 Broadway New York City

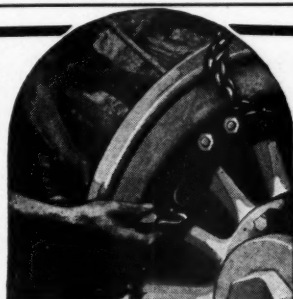
## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

### H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.



Giant Grip Traction Equipment is more valuable to fleet operators because of its multiplied time and labor savings.

Removable chains are attached to permanent clamps on the wheels and traction assured. No tools or jacking up.

**Giant Grip Mfg. Co.**  
Formerly named Challoner Co.  
Oshkosh, Wis.  
Established 1863.

**Giant Grip** Traction Equipment for MOTOR TRUCKS

## Highway Trailers

Cost \$200 to \$500 Less than Average Trailers

All Types and Sizes

**HIGHWAY TRAILER CO.**  
Edgerton, Wis., U. S. A.

## Excelsior Wrapper Co.

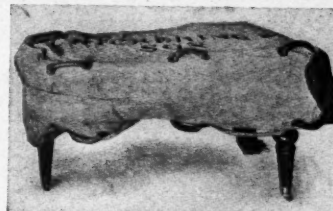
MANUFACTURERS OF  
**EXCELSIOR PACKING PADS**  
**BALED EXCELSIOR**  
**WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.  
Metropolitan District Served by  
Boston Excelsior Co., 560 W. 29th St., New York City

If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With

## The Breen Grand Piano Cover



"The Only One of Its Quality on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.  
It Can't Scratch If It's Properly Covered

# The Exchange

A Department of Trade  
and Employment Opportunities

**If you don't find what you want here, your advertisement here will find it for you.**

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash: Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 1313-1325 S. Oakley Ave., Chicago, Ill.

I WANT TO BUY a live and going Storage and Transfer business located in western or central part of Pennsylvania.

Box 175, DISTRIBUTION & WAREHOUSING, 239 West 39th St., New York City.

FOR SALE.—A real warehouse at a real distribution point. No competition. Combination household goods and merchandise. 60,000 ft. fireproof, sprinkled, and 25,000 ft. non-fireproof, 300 ft. private siding. Located at a rate breaking point, which has all transit privileges. A real chance for a live warehouseman. Owner has made enough and is ready to retire. Address B-M-884, care of DISTRIBUTION & WAREHOUSING, 239 West 39th St., New York City.

## "Reach" O. D. Khaki Van Pads Are Right

**Biggest Sizes—Smallest Prices**

*Write for our low prices*

**A. L. REACH TEXTILE CO.**

19 West 18th Street

New York City

## G. W. Jones Lumber Co.

807 Lumber Exchange Building  
**CHICAGO**

Manufacturers of  
**CRATING AND BOXING LUMBER OF ALL KINDS**

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

**Wholesale Prices**

**Stock Guaranteed**

## VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

**Variety Fire Door Company**  
2958 Carroll Ave., Chicago, Ill.



**Lay Aside the Old Hand Saw**  
The Neal Handy Saw does the work of four men sawing by hand in a fraction of the time.

A portable saw; it operates by foot power, motor power, or both. Especially suitable in warehouses, packing rooms and factory shipping departments. A time and money saver for the warehouse business.

*Serviceable—Quick Operation—Convenient*

Send for folder and prices.

**NEAL HANDY SAW!**

**ARTHUR W. NEAL, Manager**  
7208 Euclid Ave. Cleveland, O.

Patents Pending

## INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

<b>A</b>	
Austin Co.....	47
<b>B</b>	
Beach Leather Co.....	128
Binghamton Electric Truck Co.....	126
Bradley Mfg. Co., A. J.....	123
Breen, W. H.....	129
Bruns & Sons, A.....	128
<b>C</b>	
Campbell Co., M. L.....	125
Chicago Quilt Mfg. Co.....	127
Cleveland-Akron Bag Co.....	126
Cotter Warehouses.....	4
<b>E</b>	
Enoz Chemical Co.....	Second Cover
Excelsior Wrapper Co.....	129
<b>G</b>	
General Motors Truck Co.....	123
Giant Grip Mfg. Co.....	129
<b>H</b>	
Haslett Spiral Chute Co.....	125
Highway Trailer Co.....	129
<b>I</b>	
Iden Co., Wm. A.....	124
International Harvester Co.....	Back Cover
<b>J</b>	
Jones Lumber Co., G. W.....	130
Judson Freight Forwarding Co.....	3
<b>K</b>	
Kelly-Springfield Tire Co.....	134
King Shipping Case Corp.....	128
Kinnear Mfg. Co.....	5
<b>L</b>	
Lakewood Engineering Co.....	128
Landers Frary & Clark.....	125
Lapeer Trailer Corp.....	132
<b>M</b>	
McInerney Co.....	128
Moore & Dunford.....	48
<b>N</b>	
Neal Handy Saw.....	130
<b>P</b>	
Peele Co.....	Third Cover
Pennsylvania System.....	2
<b>R</b>	
Reach Textile Co., A. L.....	130
Republic Truck Sales Corp.....	6
Ryan, M. E.....	132
<b>S</b>	
Salmond, Scrimshaw & Co.....	133
Self-Lifting Piano Truck Co.....	124
Selle & Co., H. W.....	129
Service Steel Products Co.....	124
Sharon Pressed Steel Co.....	131
Standard Conveyor Co.....	128
<b>T</b>	
Trans-Continental Freight Co.....	1
<b>V</b>	
Variety Fire Door Co.....	130
<b>W</b>	
Walker Vehicle Co.....	127
Ward Motor Vehicle Co.....	Front Cover
Wilson Corp., J. G.....	127

(For Shippers Index Advertisers, See Pages 132-133)



## And Here's the 'All-Metal 'Brute' Trailer

Another forward stride toward trailer time-proofness—the Sharon "Brute" Trailer with pressed steel frame plus a steel floor of Irving Subway grating. Here's a haulage unit adapted for any service—even for handling hot crucibles, hot forgings, and other loads that would destroy a wood trailer or a wood floor. And even where you haven't any hot loads to handle, think of the added freedom from repairs that this unit would give you. An all-metal "Brute" can be kept in service all the time—no lay-offs and losses for repairs. And, of course, you can have the "Brute" with a heavy oak floor, if you wish—at a little lower price. Get the specifications.

And, for real service, use the Sharon "Bluenose" Hand Truck

# SHARON PRESSED STEEL CO.

MAIN OFFICE AND WORKS, SHARON, PENNA.



# LAPEER TRAILERS

The Only Answer to:—

## "What Hauling System Comes Nearest Perfection?"

Lost motion and wasted time can be eliminated only when loading, unloading and hauling are continuous and simultaneous.

Only with Lapeer Trailers can this be accomplished.

While one trailer unloads, another loads and another is in transit. The handling crews are always busy, the driver likewise.

The powerplant spends *all* its time moving a useful load.

Time and energy are conserved to a greater degree than by any other vehicle.

These are the basic reasons why Lapeer Trailers are the nearest approach to perfection in hauling.

Beyond these basic conservations Lapeer Trailers effect still other economies which lack of space prevents detailing. So great are these savings that hauling firms of all sizes are converting to Lapeer Trailers exclusively.

Ask us how your fleet might be converted to pay an additional profit.

**LAPEER TRAILER CORP.**  
**LAPEER, MICH.**

*All the driver  
does is drive*

# SHIPPERS INDEX

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

(For Index to General Advertisers, See Page 131)

<b>A</b>	<b>E</b>
A B C Storage & Moving Co. .... 116	Drew Cartage & Stge. Co., H. L. 106
Aberdeen Storage Co. .... 113	Drexel Storage & Transfer Co. .... 60
Acme Trans. & Stor. Co. (Mobile) 30	Duquesne Warehouse Co. .... 111
Adams Stor. & Trans. Co., Albert 106	
Adriatic Warehouse Corp. .... 90	<b>E</b>
Albany Terminal Warehouse Co. .... 87	Eagle Warehouse & Storage Co. .... 87
American Transfer Co. .... 51	Eagy Truck & Storage. .... 105
American Warehouse Co. .... 116	East Coast Warehouse Co., Inc. .... 92
Anchor Warehouse Co. .... 86	El Paso Fireproof Storage Co., Inc. 115
Andrews Fireproof Storage Co. .... 102	Eldredge Exp. & Stor. Wsh. Co. .... 84
Appalachian Corp. .... 69	Elmira Storage Sales Co., Inc. .... 90
Associated Terminals Co. .... 54	Elston Packing & Storage Co. .... 78
Atlantic & Pacific Transportation Co. .... 75	Empire Storage Co. .... 80
Audubon Storage Warehouse. .... 91	Erhart & Co., Otto K. .... 50
	Erle Storage & Carting Co. .... 108
<b>B</b>	Erle Warehouse Co. .... 108
B. R. & P. Warehouse, Inc. .... 95	Ewert & Richter Exp. & Stor. Co. .... 82
Baggage & Omnibus Trans. Co. .... 107	Exporters Warehouse Co. .... 92
Ballard Fpf. Stge. & Trans. Co. .... 80	Eyres Storage & Dist. Co. .... 118
Baltimore & Ohio Stores, Inc. (N. Y.) .... 90	
Baltimore & Ohio Wsh. Co. (Ohio) .... 99	<b>F</b>
Baltimore Storage & Moving Co. .... 70	Ferris Warehouse & Storage Co. .... 58
Becker Fireproof Storage. .... 102	Fidelity Fireproof Storage Co. .... 52
Bekins Fireproof Storage. .... 54	Fidelity Storage Co. (Baltimore) 70
Bekins Household Shipping Co. .... 59	Fidelity Storage & Van Co. .... 83
Bekins Omaha Van & Storage Co. .... 57	Fireproof Storage Co., Inc. .... 59
Bill Bros. Co. .... 57	Fireproof Stge. & Transfer Co. .... 79
Binberg Sons, Joseph. .... 90	Fireproof Wsh. & Stge. Co. .... 105
Binghamton Wsh. & Supply Co. .... 87	Flag Storage Warehouse. .... 58
Binyon-O'Keefe Fpf. Stge. Co. (Fort Worth) .... 116	Flint Fireproof Storage Co. .... 77
Binyon-O'Keefe Fpf. Stge. Co. (Houston) .... 117	Fort Erie Warehouses & Docks. .... 108
Birrer Motor Freight & Transportation Co. .... 95	Fort Wayne Storage Co. .... 64
Black & Sons, H. P. .... 84	Furniture Manufacturers Wsh. Co. .... 78
Blackham Stge. & Trucking Co. .... 90	
Blakeslee Co., Ralph N. .... 57	<b>G</b>
Blanchard Storage Co., Inc. .... 96	Gardner Storage Co., Inc., B. B. 57
Blanch's Trans. & Stge. Co. .... 110	Garfield Moving & Storage Co. .... 102
Blue Line Storage Co. .... 68	Garfield Park Storage Co. .... 60
Bond Fpf. Stge. Co., E. M. .... 114	Garrett Transfer & Storage Co. .... 59
Bowman, Chas. .... 87	General Fireproof Storage Co. .... 106
Brighton Transfer Co. .... 99	General Warehousing Co. (Conn) 56
Broadway Storage Co. .... 112	General Warehousing Co. (Mo.) .... 81
Brockton Fpf. Stge. Co. .... 91	Gilbert Storage Co., Inc. .... 93
Brown Trucking Co. .... 64	Glasgow Stor. & Cartage Co. .... 121
Buffalo Storage & Carting Co. .... 89	Glenn & Son, O. J. .... 89
Butler Transfer Co. .... 108	Globe Delivery Co. .... 82
	Gonzalez Co., M. F. .... 58
<b>C</b>	Goodman Transfer & Wsh. Co. .... 50
Cadwell Transfer & Storage Co. .... 67	Gordon Fpf. Wsh. & Van Co. .... 83
Cady Moving & Storage Co. .... 112	Graham's Storage Warehouse. .... 71
Calro Storage & Fwdg. Co. .... 59	Gresham & Ware, Inc. .... 118
Caldwell Transfer & Storage Co. .... 67	Griswold & Walker, Inc. .... 68
California Fireproof Stor. Co. .... 51	Grodick Transfer and Storage Co. .... 68
California Truck Co. .... 51	
Cameron Transfer & Storage Co. .... 79	<b>H</b>
Campbell Stores. .... 91	Hamilton Terminal Wshs., Ltd. .... 121
Capital Van & Storage Co. .... 53	Hamilton Transfer & Storage Co. .... 85
Carbrey, Chas. L. .... 90	Hansen Storage Co. .... 120
Carahan, Trans. & Stge. Co. (Pa.) .... 109	Harragan's Stge. Ware., Inc. .... 88
Carnahan's Trans. & Stge. (La.) 69	Harris Transfer & Warehouse Co. .... 108
Carolina Stge. & Dist. Co. .... 98	Harrisburg Storage Co. .... 108
Cathcart Van & Storage Co. .... 58	Hartford Despatch & Trucking Co. .... 57
Cedar Rapids Transfer Co. .... 87	Harvard Storage & Warehouse Co. .... 74
Central Public Warehouse Co. .... 64	Haslett Warehouse Co. .... 55
Central Storage & Forwarding Co. 60	Hasley Bros. .... 111
Central Warehouse Co. (Baltimore) 70	Hassett Storage Co. .... 78
Central Warehouse Co. (Saginaw) 79	Hastings Truck Co. .... 78
Central Wsh. Co. (St. Paul) .... 80	Haugh & Keenan Stge. & Tr. Co. .... 108
Chambers Express Warehouse. .... 87	Headleys Express & Stge. Co. .... 108
Charleston Wsh. & Fwdg. Co. .... 113	Healy & Son, Thos. F. .... 88
Charles Transfer Co., Inc. .... 50	Hebard Storage Warehouses. .... 61
Chattanooga Trans. & Stge. Co. .... 113	Heisig Storage Co. .... 114
Chattanooga Warehouse & Cold Storage Co. .... 113	Helmus Bros. .... 78
Chelsea Fpf. Stge. Wshs., Inc. .... 91	Hess-Strickland Trans. & Stge. Co. 50
Church Warehouse & Transfer Co. 106	Hildenbrand Bros. .... 109
Citizens Transfer & Storage Co. .... 106	Holan Transfer & Storage Co. .... 65
City Dray Co., Ltd. .... 122	Hollingsworth Warehouses. .... 69
City Transfer & Storage Co. .... 51	Holyoke Warehouse Co. .... 74
Cleveland Storage Co. .... 100	Howell Warehouse, Limited. .... 122
Cleveland Warehousemen. .... 101 to 103	Hudson River Stor. & Ware. Corp. .... 87
Coburn Stge. & Wsh. Co. .... 65	Hummel Warehouse Co. .... 108
Cold Spring Storage Co. .... 89	Hunter Transfer Co. (Arkansas) .... 51
Columbia Terminals Co. .... 87	Hunter Transfer Co. (Texas) .... 117
Columbian Stge. & Transfer Co. .... 77	Hutchinson Bonded Warehouse. .... 68
Columbian Warehouse Co. .... 112	
Commercial Truck & Storage Co. .... 119	<b>I</b>
Commonwealth Ice & Cold Stor. Co. .... 72	Independent Warehouse Co. .... 70
Consolidated Dray Line, Inc. .... 50	Independent Warehouses, Inc. .... 93
Continental Warehouse Co. .... 60	Indianapolis Warehouse Co., Inc. 84
Cotter Warehouses of Ohio. .... 99, 104, 105	Intercity Transfer Co. .... 67
Crandall Trans. & Wsh. Co. .... 84	International Wsh. Co. (El Paso) 115
Cummings Storage Co. .... 99	Inter-State Forwarding Co., Inc. .... 114
Cuno Storage Co. .... 92	Inter-State Transfer & Storage Co. .... 68
Currier-Lee Warehouse Co. .... 60	Interstate Trucking Co., Inc. .... 111
Curtis Bros. Transfer Co. .... 104	Iowa Warehouse Co. .... 68
	Iron Warehouses, Inc. .... 70
<b>D</b>	<b>J</b>
Dakota Warehouse Co. .... 113	Jefferson Safety Stge. Wsh. Co. .... 86
Dallas Storage & Warehouse Co. .... 114	Jennings-Cornwall Wsh. Co. .... 118
Daniel Transfer Co., R. L. .... 115	Jones & Co., Inc. .... 118
Danville Transfer & Storage Co. .... 63	Jones-Clark Truck & Storage Co. .... 98
Day & Meyer-Murray & Young. .... 92	Jones Transfer & Storage Co. .... 58
De Camp, Inc., Job. .... 84	Jordan Storage & Dist. Co. .... 119
Delcher Bros. Storage Co. .... 58	
Detroit Storage Co. .... 76	<b>K</b>
Dewey & Co., George E. .... 87	Kalamazoo Storage & Transfer Co. .... 78
Dietrich, Jacob. .... 84	Kaufman Fireproof Stge. Whouses 71
Dixie Warehouse Co. .... 58	Kelley Warehouse Co. .... 80
Dorchester Fireproof Storage Wsh. 72	Kennicott-Patterson Trans. Co. .... 56

## SHIPPERS INDEX—Continued

Lake Shore Moving & Stor. Co.	103
Lakewood Fp. Storage Co.	102 & 105
Lancaster Storage Co.	109
Lansing, B. A.	82
Lansing Storage Co.	79
Lansing Warehouse Co.	79
Lasham Co., Edw.	61
Lawrence, Ralph	121
Lawrence Whse. Co.	32-34
Lederer Terminal Warehouse Co.	104
Lee & Sons Co., H. C.	106
Lee Bros., Inc.	93
Lehigh Warehouse & Trans. Co.	84
Leonard Ware., Inc.	89
Leritz & Son, L.	80
Lincoln Fireproof Stor. Co.	103
Lincoln Storage Co.	105
Lincoln Stge. Whses.	84
Lincoln Whse. & Van Co.	121
Long Acre Express & Van Co.	93
Long Island Storage Whses.	88
Long Warehouse, S. N.	82
Los Angeles Whse. Co.	52
Louisville Public Warehouse Co.	89
Lyon Fireproof Storage Co.	52
M	
McCormick Warehouse, Inc.	71
McLaughlin Warehouse Co.	70
McNamara Warehouse	65
McPhetters' Warehouse	82
M. & E. Warehouse Co.	62
Maier Sales & Storage Co.	120
Manor Storage Co.	106
Manufacturers Warehouse Co.	76
Mason Transfer & Storage Co.	117
Matthews Storage Warehouse Co.	120
Mercantile Storage & Whse. Co.	83
Mercer Trans. & Storage Co.	85
Merchandise Storage Co.	105
Merchants Southwest Transfer & Storage Co.	107
Merchants Transfer & Stge. Co. (Davenport)	68
Merchants Transfer & Stge. Co. (Des Moines)	68
Merchant's Transfer Co. (Ohio)	105
Merchants' Transfer Co. (Texas)	117
Merchants Warehouse Co.	76
Merchants Warehouse Co.	112
Metropolitan Storage Co.	74
Midland Whse. & Transfer Co.	62
Miller North Broad Storage Co.	109
Miller Transfer & Storage Co.	120
Minneapolis Terminal Whse. Co.	79
Minneapolis Trans. Whse. Co.	79
Mollen Transfer & Storage Co.	87
Monarch Storage & Warehouse Co.	89
Monarch Transfer & Storage Co.	80
Monroe Warehouse Co., Inc.	96
Montgomery & Co.	109
Monumental Stge. & Carpet Cleaning Co.	71
Moore's Storage Warehouse	56
Morgan & Brother	93
Morrow Trans. & Stor. Co.	59
Mott Haven Storage Warehouse Co.	93
Muegge-Jennell Storage Co.	117
Murdock Storage & Transfer Co.	111
Murray Storage Corp.	93
Muskogee Transfer & Stor. Co.	106
N	
National Warehouse Co.	64
Naylor's Van & Express Co.	84
Neal Fireproof Storage Co.	101
Nelson, David	121
New York Dock Co.	94
Nielsen Cartage Co., C. & H.	76
Ninth St. Terminal Whse. Co.	104
North Kansas City Development Co.	81
North Philadelphia Stor. Co.	109
North Shore Fp. Stge. Co.	62
Northern Ave. Stores & Dock Corp.	72
O	
O. K. Trans. & Stor. Co. (Ark.)	51
O. K. Trans. & Stor. Co. (Okla.)	107
Odoms Transfer & Storage Co.	115
O'Neill Exp. & Storage, John	111
Ontario Warehouse Co.	82
Orange Storage Warehouse	84
Oregon Auto Dispatch	107
Oregon Transfer Co.	108
Oshkosh Storage Co.	121
P	
Pacific Storage & Tr. Co., Inc.	119
Pacific Storage & Warehouse Co.	83
Pagels, Fred	100
Panhandle Storage Warehouse	100
Park Ave. Storage Co.	85
Passaic Transportation Co.	85
Peasley Transfer & Storage Co.	59
Penn Storage & Van Co.	109
Pennsylvania Terminal Ware. Co.	89
Perky Bros.	81
Petry Express & Storage Co.	86
Pettit's Storage Warehouse Co.	64
Philadelphia Local Express	110
Pioneer Truck & Transfer Co.	51
Pittsburgh Distributing Co.	111
Pittsburgh Transfer & Storage Co.	69
Post Estate, R. F.	112
Pritchard Storage & Warehouse Co.	96
Prudential Stge. & Mov. Co. (Los Angeles)	53
Prudential Storage & Moving Co. (San Diego)	54
Q	
Quackenbush Warehouse Co.	112
Queen City Warehouse Corp.	90
Quincy Mkt. Cold Storage & Warehouse Co.	73
R	
Railway Terminal & Whse. Co.	62
Rathbun Cartage Co.	106
Reading Corporation	76
Red Ball Transit Co.	66
Relhead Storage Co.	101
Reliable Stge. & Transfer Co.	107
Reshipping Warehouses	62
Richmond Storage Warehouse	94
Ricks Storage & Distributing Co.	80
Riverside Truck & Stge. Co.	74
Rochester Carting Co.	96
Rockford Storage Warehouses	64
Rolls Furniture Stge. Whse.	86
Rose Warehouse Co.	114
Roseville Storage Co.	85
Ruder, Inc., Daniel	85
Ryan, Nell F.	97
S	
St. John & Co., H. W.	94
St. Paul Terminal Warehouse Co.	80
Safety Storage Co.	86
Safety Trans. & Stge. Co., Inc.	89
San Francisco Whse. Co.	55
Schantz Co., Joseph A.	96
Schenectady Stge. & Trucking Co.	97
Seaboard Fireproof Storage Co.	117
Scott Bros. Fireproof Stor. Co.	103
Seaboard Wharf & Warehouse Co.	118
Security Storage & Trust Co.	71
Security Storage & Van Co.	79
Security Storage & Warehouse Co.	87
Security Warehouse Co. (Georgia)	59
Security Whse. Co. (Minneapolis)	79
Service Warehouses, Inc.	112
Shanahan Transfer & Storage	112
Shank Fireproof Storage Co.	75
Shattuck & Nimmo Warehouse Co.	52
Shaw Storage & Transfer Co.	78
Sheldon Transfer & Storage Co.	74
Skellet Co.	89
Smith, W. Cady	97
Smith Transfer & Storage Co.	67
So Co. Terminal Warehouse	62
Souther, John B.	87
Southern Bonded Warehouse Corp.	118
Southern Sales & Warehouse Co.	59
Southern Van & Storage Co.	53
Southern Stge. & Dist. Co.	69
Springfield Warehouse & Trans. Co.	82
Stacy Storage Co.	100
Stahl & Sons, Inc.	90
Standard Whsg. & Merc. Co., Ltd.	122
State Center Whse. & Cold Stge. Co.	51
Stockton Transfer Co., Jos.	88
Strang, Chas. D.	88
Strang Warehouses, Wm. H.	88
Student's Transfer & Storage Co.	51
Suez, Otto J.	72
Suffolk Storage Warehouse Co.	72
Sullins, C. C.	114
Syracuse Furniture & Fwdg. Co.	97
Tampa Warehouse Co.	58
Taylor O. Edwards	119
Terminal Storage Co.	57
Terminal Ware. Co. (Omaha)	83
Terminal Warehouse Co. (R. I.)	113
Terminal Whse. & Tr. Co.	110
Terminal Wharf & R. R. Whse. Co.	73
Terre Haute Whse. & Stge. Co.	67
Tiffany Fireproof Storage Whses.	94
Toledo Merchants' Delivery Co.	106
Toledo Terminal Warehouse Co.	106
Tonnies Transfer & Storage Co.	80
Tooker Stge. & Fwdg. Co. (Chicago)	63
Tooker Stge. & Fwdg. Co. (N. Y.)	94
Trans-Shipping & Dist. Whse. Corp.	88
Tripp Warehouse Co.	87
Truth's Model Warehouses	110
Tudor Warehouse Co.	67
Turner Cartage & Storage Co.	77
U	
Union Fireproof Warehouse Co.	99
Union Storage Co. (Dayton)	105
Union Ter. Whse. Co. (Jacksonville)	58
Union Terminal Whse. Co. (Los Angeles)	53
United Fireproof Warehouse Co.	121
United States Storage Co.	58
U. S. Tr. & Stge. Whse. Co.	56
United Warehouse Co. (Seattle)	119
United Warehouse Co. (Wichita)	69
V	
Valley Van & Storage Co., Inc.	51
Van Haaren & Son Stor. Co.	74
W	
Wagner Fp. Stge. & Truck Co.	105
Wales Storage Warehouse	86
Walsh Drayage & Warehouse Co.	55
Wallabout Merchant Ware. Co.	89
Wallace Trans. & Forwarding Co.	100
Ward & Bro., Hugh F.	94
Warner Warehouse Co.	67
Warwick-Thomson Co.	95
Waterbury Storage Co.	57
Wayne Furniture Packing Co.	76
Weathered Trans. & Stge. Co.	118
Weber Express & Storage Co.	111
Weicker Transfer & Storage Co.	56
West Coast Warehouse Co., Inc.	50
Western Transfer & Storage Co.	121
Western Warehousing Co.	63
Westheimer Warehouse Co.	117
Wiley & Nicholls Co.	116
Willoufred Warehouses, Inc.	94
Windermer Trans. & Moving Co.	101
Withers Transfer & Storage Co.	58
Woodworth, J. P.	67
Wynne Cartage Co., P. F.	77
Y	
Young, William	95
Z	
Zeigler-Schaefer Co.	100

(For Index to General Advertisers, See Page 131)

## Money Can Be Saved On That Warehouse You Expect to Build

### NO OBLIGATION TO FIND COST

**R**EGARDLESS of when you expect to proceed with your new warehouse, you can save money by first getting in touch with Salmond, Scrimshaw & Company, experienced designers and builders of warehouses. We will submit a tentative sketch and price, for which you will not be obligated.

When you are satisfied with the layout and approximate cost, we then make a complete plan and specification for a sum agreed upon. You may then request competitive figures from other reliable contractors.

If we are the successful bidder, our price includes all charges for plans and specifications. If the contract is awarded to any other bidder, we receive only the amount originally agreed upon.

Let us tell you what other large companies think of this method and our ability to follow it.



#### A Few of Our Satisfied Clients:

- The Arlington Company, Arlington, N. J.
- General Electric Co., Harrison and Newark, N. J.
- The Clark Thread Co., Newark, N. J.
- St. Mungo Mfg. Co. of America, Newark, N. J.
- Nairn Linoleum Co., Kearny, N. J.
- Am. Colortype Co., Newark, N. J.
- Orange Storage Warehouse, East Orange, N. J.
- Sprague Electric Co., Bloomfield, N. J.
- Westinghouse Lamp Co., Bloomfield, N. J.
- Merck & Co., Rahway, N. J.
- Hillier Laundry, East Orange, N. J.
- Peerless Tube Co., Bloomfield, N. J.
- E. I. duPont de Nemours & Co., Wilmington, Del.

**SALMOND, SCRIMSHAW & COMPANY**  
Designers - Engineers - Builders  
Industrial Construction  
ARLINGTON, NEW JERSEY





## The truck tire of today —the Kelly Caterpillar

To meet the demands placed upon it today a truck tire must be able to do four things. It must be able to get traction, to cushion the truck, to stand severe punishment and to deliver long mileage.

A comparison of these qualities which a tire *ought* to have with the qualities which the Caterpillar *actually does* have makes it evident that the Caterpillar is indeed the truck tire of today.

It is unequalled in traction by any other type of tire. Its cushioning power is not exceeded even by a properly inflated pneumatic. Its freedom from punctures and blowouts make it dependable for rough work and when it comes to mileage the Caterpillar almost invariably gives double the average mileage of other tires used under the same conditions.

Caterpillars are made in sizes suitable for trucks of every type and weight. Their first cost is less than pneumatics and their final cost is less than ordinary solids.

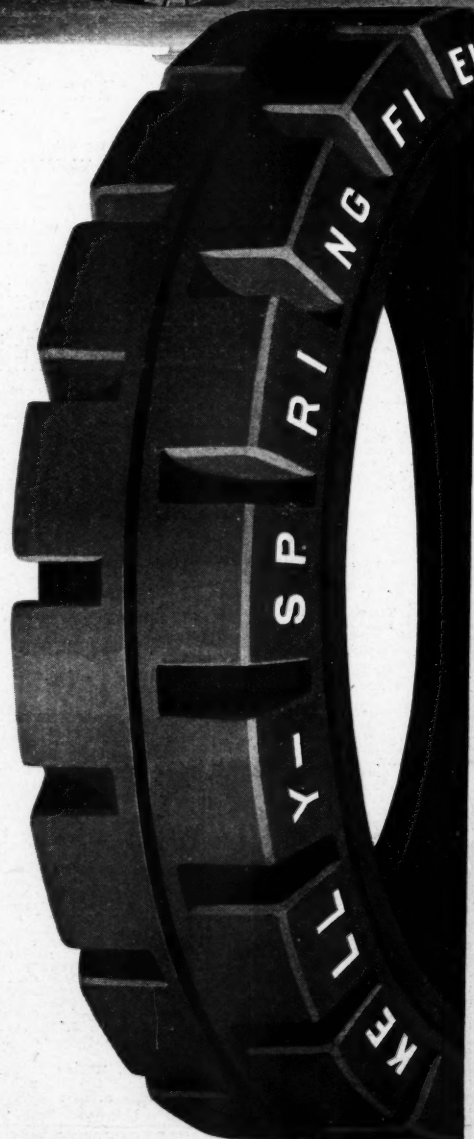
Is it any wonder that so many of the largest fleet operators are equipping their trucks with these remarkable tires?

### Kelly-Springfield Tire Co.

GENERAL SALES DEPARTMENT

250 WEST 57th STREET

NEW YORK





IF WE FILLED SIXTEEN pages with type and asked for sixty minutes of your time to read a list of PEELLE Door users, we would be demanding too much.

As a means of emphasizing the superiority of our doors to you, we modestly and honestly state that thousands of the largest and most progressive concerns in the world have PEELLE Truckable, Counterbalanced Freight Elevator Doors installed in their buildings.

# PEELLE

COUNTERBALANCED - TRUCKABLE

## Freight ELEVATOR DOORS

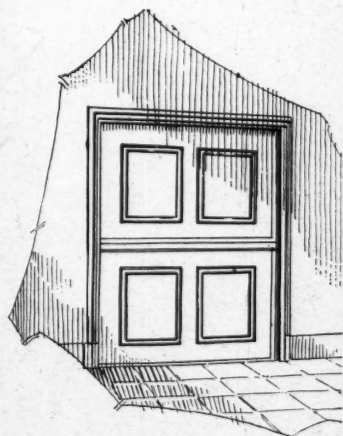
The PEELLE Counterbalanced Door Construction is one of the advantages thoroughly explained in "Elevator Door Efficiency," our new catalog. A copy awaits your request.

**THE PEELLE COMPANY**  
BROOKLYN • NEW YORK

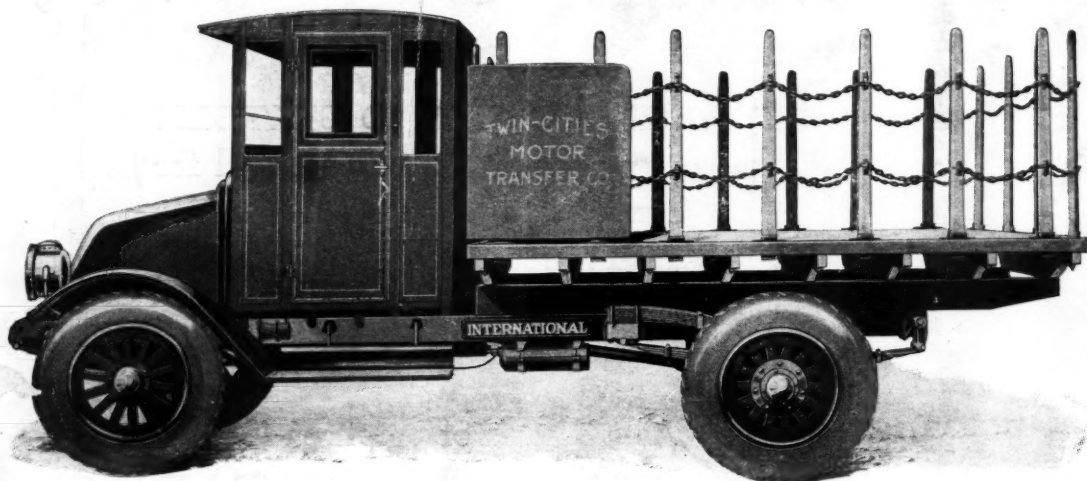
Branch Offices:

Boston Cleveland Chicago Philadelphia

Agencies in Twelve Cities in United States and Canada



K-1 PEELLE Kalamein Paneled Door, two solid panels in each half. (Labeled by Underwriters' or Factory Mutual Companies as specified.)



## At Their Prime in Transfer Service

**International**  
**MOTOR TRUCKS**

Eleven Sizes, in 1500-lb.,  
2-, 3-, 4-, 6-, and 10,000-lb. capacities.

Reputations in the transfer and storage business are built up around dependability and promptness—both of which are reliant largely upon the motor trucks employed. Many of the most successful companies, realizing this, have built firm foundations for their businesses by selecting Internationals.

Whether your requirements are for one or two trucks—or for a large fleet—you will do well to investigate the International line. It is complete, with models ranging from the Speed truck to the heavy-duty type of 10,000-lbs. capacity.

COMPLETE INFORMATION ON REQUEST

## INTERNATIONAL HARVESTER COMPANY

of America (Incorporated)

CHICAGO

U. S. A.

Branch Houses in 92 Principal Cities. Dealer's service stations everywhere.

